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360 North Michigan Ave.
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from 1/4-ton to Six-
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LEADERSHIP

PERMITS US
TO
QUOTE THESE LINES

And they asked me how I did it,
and I gave 'em the Scripture text,
"You keep your light so shining
a little in front 'o the next!"
They copied all they could follow,
but they couldn't copy my mind,
And I left 'em sweating and stealing
a year and a half behind.

—From THE "MARY GLOSTER", 1894
by Rudyard Kipling

KEEP AHEAD
OF THE PROCESSION
BY
RETURNING THE ENCLOSED CARD

The Publishers

WE'VE HEARD THAT—

Alcohol Fuel Study

When the regional laboratory for the industrial utilization of farm products opens in Peoria, Ill., one of the first studies undertaken will be the industrial uses of corn, including the production of alcohol. Special attention will be given to the probable use of corn products in the national defense program, including the production of synthetic rubber, plastics, substitute fibers and supplementary engine fuels.

A complete pilot plant for the production of alcohol from corn is being installed in the Peoria laboratory so that a full study may be made of the technical difficulties involved in alcohol production, as well as its probable cost.

Use of industrial corn alcohol as a gas-engine fuel will be one of the principal studies. The subject is discussed in 2 recent U. S. Dept. of Agriculture publications by P. B. Jacobs, senior chemist in the Bureau of Agricultural Chemistry and Engineering. One is a report to the National Resources Committee, and the other a miscellaneous publication, "Motor Fuel from Farm Products" which may be obtained from the Superintendent of Documents, Washington, D. C., for 15 cents a copy.

Data gathered by scientists indicate that an arbitrary 10-per cent blending of the 22 billion gallons of gasoline consumed in the United States last year with corn alcohol would require 900 million bushels of corn. Similarly, it would require 800 million bushels of wheat, 3 billion bushels of white potatoes, 2 billion bushels of sweet potatoes, or some combination of the 4.

The present cost of producing corn alcohol, however, gives little hope of immediate production on a large scale for gas-engine fuel. At the present cost of gasoline, the corn would have to be available at 25 cents a bushel or less to bring corn alcohol in a comparative price class with gasoline.

In his report to the National Resources Committee, Mr. Jacobs calls attention to the inadequacy of plant facilities to produce alcohol gas-engine fuel.

"To produce the 2,200 million gallons of alcohol necessary for a 10 per cent blend," Mr. Jacobs declared, "would require around 300 alcohol plants of 20,000 gals. daily production capacity, at a required capital investment of about \$250,000,000. The total present alcohol production capacity in the United States is about 600 million gallons annually, divided about equally between industrial alcohol plants and beverage spirits plants."

Mr. Jacobs also pointed out that present low sale prices, due to low-cost competitive gasoline and relatively high replacement fuel-production costs, bring about a condition where farm products, used in fuel production, can yield only low returns to farmers under present

crop raising systems. Furthermore, despite occasional surpluses of the various crops, including corn, the year-to-year amounts of surplus, culls and waste are inadequate.

Rubber in Fruit Storage

The Ohio Agricultural Experiment Station, Wooster, is investigating a new use for rubber, namely, helping fruit maintain a healthy "breathing" in storage. Rubber in pure latex, and supplemented, has been used with good results in preserving stored fruit.

Water wax emulsions in which produce is submerged during grading and cleaning operations, used to prevent produce from shriveling, restricts the "breathing" of products, whereas rubber coating stored at room temperatures for 2 mos. or more, did not do so, it is stated.

According to Donald Comin, assistant agriculturist at the experiment station, no off flavors resulted in fruits coated with rubber and stored at room temperatures for 2 mos. or more. In storage at 35 to 40 deg. for more than 3 mos., the same treatments reduced moisture loss from apples 50 per cent over those not treated. The untreated fruits were unsalable from shrivel.

Respiration tests disclosed carbon dioxide passing through the rubber membrane very freely, and oxygen much faster than through the wax coatings.

It is estimated that the application of rubber would cost 3 cents per bushel, twice as much as wax.

From \$40 a Pound to 55 Cents

Two years ago, the new plastic Melamine was a rare laboratory chemical, listed at \$40 a pound. A recent announcement states that the American Cyanamid Co. is now selling Melamine at about 55 cents a pound, making it comparable in price to the majority of plastics now in commercial use. A new plant is being built to increase production and the company is also going ahead with its production of acrylonitrile, one of the 2 essential raw materials for synthetic rubber of the buna type.

Plenty of Scotch But No French Wines

No shortage of Scotch whiskey in the U. S. is anticipated, O. J. Wile, vice-president of Schenley Distillers Corp., stated recently upon return from a 9-week survey trip through Europe. Mr. Wile pointed out, however, that current American supplies of French liquors cannot be replenished unless the Vichy and German Governments lift their restrictions on exports, and even then, it is doubtful whether the British blockade would permit shipments to get through.

Although few French vineyards or wine cellars were damaged during the German invasion, and although the native French are consuming as much wine as before the war, Mr. Wile said the Vichy Government was non-committal on the subject of resuming exports.

Scotch supplies, sufficient for 9 yrs.' export requirements, were available in Scotland before the outbreak of war, Mr. Wile stated, and the English have now imposed a heavy tax on domestic consumption to maintain their level of exports. As a result, Portuguese wine sales to Britain are increasing. Spain and Portugal offer no solution to the American import problem, Mr. Wile pointed out, because California table wines are of equally high quality and cost less. Mr. Wile predicted an increase in production and consumption of American wines as a result of the European situation.

IS BRITAIN BEATEN?

NOT WHILE HER NATIONALS CONTINUE
CALMLY TO PURSUE THEIR HOBBIES!

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SHIPPING & FORWARDING AGENTS

17th. September, 1940.

Messrs. Distribution & Warehousing,
249 West 11th. Street,
New York City,
U.S.A.

STY/DT.

Dear Sirs,

Subscription -- 7 dollars.

With reference to the writer's subscription to "Distribution & Warehousing", we have had some difficulty in obtaining Government permission to forward the amount of the subscription to you, but this has now been satisfactorily arranged. Our bankers, the Midland Bank Ltd., are arranging this through their New York agents. You will probably have received this amount by the time you receive this letter.

The writer collects various folders and advertising relating to the history of warehousing, and is wondering if you can send any of this material you have in your Office, or possibly if you can find space in one of your articles in "D. & W.", saying that the writer would be pleased to exchange advertising material with other warehousing people in America.

This is a kind of hobby, the same as other men collect stamps, Match labels, theatrical posters etc. Personally, we think it creates goodwill amongst fellow warehousemen and is international.

With kind regards and wishing you every success.

Yours sincerely,

E. W. Younger

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And in the same mail, we
received a request for advertising
rates from a London advertising agency

BOMBS CAN'T KILL THE SPIRIT

Crooks Drafted by Budd as Warehouse Consultant

Harry D. Crooks has been appointed consultant on warehouses by Ralph Budd, who is in charge of the related subject of transportation for the National Defense Advisory Commission. Mr. Crooks will be in direct charge of the work. His services were drafted and he joins the Defense Commission as a dollar-a-year worker. A resident of Chicago, he is president of the Crooks Terminal Warehouses, Inc., of Chicago, New York, Kansas City, and Los Angeles.

A coordinated warehousing program is being undertaken by the Commission. Under this program, existing warehouse facilities will be used first. Next, existing buildings suitable for warehouse purposes will be utilized. In emergencies, where private facilities can-



Harry
D.
Crooks

not be provided, the Government may have to undertake construction.

The Defense Commission has delegated the coordination of warehousing to the Transportation Division, which will work with the Army and the Navy, and other Government agencies, in warehousing products for the defense program.

A survey of all existing warehouse facilities now available will be made immediately, Mr. Crooks said. Adequate facilities are essential if freight cars, ships, and motor trucks, are to be unloaded speedily and kept in service. During 1917-1918, there were serious tie-ups due to the fact that freight cars were used for storage.

Questionnaires as to warehouse location, type of construction, accessibility to rail, ship and trucking facilities, and space provisions, etc., will be used as a means of obtaining all information necessary to the survey, it was said.—Manning.

4th Quarter Carloadings To Increase 7 Per Cent

Freight carloadings in the 4th quarter of 1940 are expected to be about 7 per cent above actual loadings in the same quarter in 1939, according to estimates compiled by the 13 Shippers' Advisory Boards.

On the basis of those estimates, freight carloadings of the 29 principal commodities will be 6,511,835 cars in the 4th quarter of 1940, compared with 6,084,567 actual carloadings for the same commodities in the corresponding period in the preceding year.

All the 13 Shippers' Advisory Boards estimate an

increase in carloadings for the 4th quarter of 1940, compared with the same period in the preceding year.

The tabulation below shows actual carloadings for each district in the 4th quarter of 1939, the estimated loadings for the 4th quarter of 1940, and the percentage of increase or decrease:

Shippers' Advisory Boards	Actual Loadings Fourth Quarter, 1939	Estimated Loadings Fourth Quarter, 1940	Per Cent Increase
New England	109,089	112,288	2.9
Atlantic States	613,789	684,657	11.5
Allegheny	965,377	998,142	3.4
Ohio Valley	707,211	711,644	0.6
Southeast	642,665	710,278	10.5
Great Lakes	493,943	518,147	4.9
Central Western	221,080	234,265	6.0
Mid-West	850,811	915,938	7.7
Northwest	383,805	466,775	21.6
Trans-Missouri-Kansas ..	307,386	319,770	4.0
Southwest	362,664	383,764	5.8
Pacific Coast	223,818	241,762	8.0
Pacific Northwest	202,929	214,405	5.7
TOTAL	6,084,567	6,511,835	7.0

The 13 Shippers' Advisory Boards, according to the estimate, expect an increase in the 4th quarter of 1940, compared with the same period one year ago, in the loading of all of the 29 principal commodities with the exception of grain, for which a decrease of 6 per cent is expected; sugar, syrup and molasses, a reduction of 3.1 per cent; and fresh fruits other than citrus fruits, a reduction of 2/10ths of one per cent. Among the commodities expected to show the greatest increases are the following:

Automobiles, trucks and parts, 22.1 per cent; ore and concentrates, 20.6 per cent; machinery and boilers, 19.9 per cent; lumber and forest products, 15.1 per cent; agricultural implements and vehicles other than automobiles, 14.4 per cent; iron and steel, 11.1 per cent; canned goods, 10.5 per cent; chemicals and explosives, 9.4 per cent; paper, paperboard and prepared roofing, 7.4 per cent; gravel, sand and stone, 7.3 per cent; citrus fruits, 7 per cent; cement, 6.7 per cent; potatoes, 6.1 per cent; brick and clay products, 6 per cent; and coal and coke, 3.9 per cent.

Actual loadings for the 4th period of 1939, estimated carloadings for the 4th quarter of 1940, and the percentage of increase or decrease for each of the 29 principal commodities included in the forecast of the 13 Shippers' Advisory Boards follow:

Commodity	Actual, 1939	Estimated, 1940	Estmtd. Increase, Per Cent
Grain, all	249,342	234,371	-6.0
Flour, meal and other mill products	193,983	197,005	1.6
Hay, straw and alfalfa	16,634	16,796	1.0
Cotton	104,345	107,054	2.6
Cotton seed and products, except oil	27,354	28,209	3.1
Citrus fruits	36,398	38,943	7.0
Other fresh fruits	72,397	72,268	-0.2
Potatoes	39,054	41,437	6.1
Other fresh vegetables	50,032	51,658	3.2
Live stock	200,705	204,415	1.8
Poultry and dairy products ..	29,522	29,750	.8
Coal and coke	2,028,599	2,107,093	3.9
Ore and concentrates	461,687	556,708	20.6
Gravel, sand and stone	299,152	320,960	7.3
Salt	28,078	28,958	3.1
Lumber and forest products ..	485,492	558,960	15.1
Petroleum and petroleum products	514,383	535,171	4.0
Sugar, syrup and molasses ..	48,779	47,271	-3.1
Iron and steel	494,323	549,113	11.1
Machinery and boilers	28,701	34,411	19.9
Cement	137,398	146,540	6.7
Brick and clay products	58,595	62,124	6.0
Lime and plaster	36,605	40,121	9.4
Agricultural implements and vehicles, other than automobiles	15,672	17,931	14.4
Automobiles, trucks and parts ..	174,215	212,672	22.1
Fertilizers, all kinds	65,677	68,708	4.6
Paper, paper bd. and prepared roofing	109,987	118,075	7.4
Chemicals and explosives	35,543	38,868	9.4
Canned goods — all canned food products (includes cat-sup, jams, jellies, olives, pickles, preserves, etc.) ...	41,855	46,245	10.5
TOTAL	6,084,567	6,511,835	7.0

12th Products' Exposition Nov. 13 and 14 at Chicago

The Purchasing Agents Assn. of Chicago will hold its 12th annual products' exposition on Nov. 13 and 14 at the Hotel Sherman, Chicago. This event offers a display of new products, processes and services, of interest to executives, sales, purchasing and manufacturing men.

The Du Pont sound motion picture film, "A New World Through Chemistry," will be shown on Nov. 13. At the annual banquet on Nov. 14, Whiting Williams, national industrial consultant, will speak on "What Are Workers Working For?"

Britain Considers Storage Plan in United States

Out of London comes the information that Britain is considering the establishment of a "strategic reserve" of colonial products in the United States, ready for transshipment to points where they may be needed.

Colonial foodstuffs and raw materials for which no market now exists would be stored in American warehouses. From there they could be shipped quickly to blockaded countries on the European Continent whenever they succeeded in throwing off German domination. Such reserves also would be available to the United States of America as other sources were cut off.

Apart from this project, it was understood the United States is continuing negotiations for 150,000 tons of rubber for war stocks in addition to 85,000 tons already secured through a barter agreement with Britain.

Britain has been studying the problem of world surpluses since the beginning of the war and discussed this question with the United States before the Pan-American conference. The conference, however, failed to take any action on the matter. Now Britain must find means of absorbing surpluses not only of her own colonies but also those of the Belgian Congo and French colonies which have joined the "Free French" war effort.

The British feel that if the scheme can be carried out, it not only will solve some of the economic difficulties of the colonies but will hold out inducement to German-occupied countries to revolt against Hitler in the knowledge that food relief will be sent them speedily.

It would also give Britain an important bargaining point in peace negotiations after the war, because Britain would have available commodities which Continental countries will need badly.

Erie-Seaboard Terminal Ruling in Ex Parte 104 Case

Privately-operated commercial warehouses in the Port of New York won the last round in the protracted fight against rail subsidizing of storage when the I.C.C. ruled that the relationship between the Erie Railroad and the Seaboard Terminal and Refrigeration Co. constitutes unfair competition.

This finding concluded, insofar as the I.C.C. is concerned, the final phase of Ex Parte No. 104, Part VI. Orders issued against other trunk lines serving the New York metropolitan area had been tried and sustained by the Supreme Court of the United States.

The original order of the I.C.C. found that warehousing and storage practices of the rail lines were in violation of the Act, but the proceedings relating to the Erie Railroad with respect to the leasing, sub-leasing, and renting of space to the Seaboard Terminal and Refrigeration Co., Jersey City, N. J., were reopened.

In its action, the Commission requires the Erie to "cease and desist, on or before Dec. 17, 1940," from "practicing unjust discrimination of undue and unreasonable prejudice and disadvantage against competing warehouse companies."

"We find," the Commission said, "that the Erie subsidizes, grants concessions to, and assumes a portion of the cost of conducting the commercial operations of the Seaboard

Convention Dates

Nov. 10-14—Annual Meeting, American Trucking Assns., Inc., Biltmore Hotel, Los Angeles.

Nov. 13-14—12th Annual Products' Exposition of the Purchasing Agents Assn., of Chicago, Hotel Sherman.

Nov. 14-15—Annual Convention of National Industrial Traffic League, Hotel Pennsylvania, New York City.

Nov. 25-27—32nd Annual Convention, Associated Grocery Manufacturers of America, Waldorf-Astoria Hotel, New York.

Dec. 4-6—Convention of National Cooperative Milk Producers' Federation, Hotel Fontenelle, Omaha, Neb.

1941

Jan. 8-9—Regular meeting of the Atlantic States Shippers Advisory Board, Hotel Commodore, N. Y. City.

Jan. 20-21—Convention of National-American Wholesale Grocers' Assn., Hotel Drake, Chicago.

Feb. 3-8—21st Annual Convention, National Furniture Warehousemen's Assn., Arlington Hotel, Hot Springs, Ark.

Feb. 5-8—10th Annual Convention, Mayflower Warehousemen's Assn., St. Louis, Mo. Hotel to be selected later.

Feb. 11-14—Golden Jubilee Meeting, American Warehousemen's Assn., Edgewater Beach Hotel, Chicago.

Mar. 26—Regular meeting of the Great Lakes Regional Advisory Board, Buffalo, N. Y.

Apr. 1-4—Packing Exposition of the American Management Assn., Hotel Stevens, Chicago.

April 29-May 1—29th Annual Convention, Chamber of Commerce of the United States, Washington, D. C.

May—First Tuesday—Annual Meeting, California State Council of the American Institute of Traffic Management, San Francisco.

May 8-10—Annual Convention, Texas Motor Transportation Assn., Dallas, Tex.

through leasing arrangements with that company, and that such leasing arrangements and the rental rates paid thereunder give undue and unreasonable preference and advantage to the Seaboard, work unjust discrimination and undue and unreasonable prejudice and disadvantage to competing warehouse companies, and cause departures from the Erie's published tariff rates in violation of sections 2, 3, and 6 of the Interstate Commerce Act."—*Manning*.

Ohio Reports Lower Trucking and Warehousing Liquor Costs

In its annual report, the Ohio Liquor Monopoly Dept. revealed that during 1939, trucking costs were reduced from 17 to 10½ cents a case, and warehousing costs from 10 to 6¼ cents in 4 cities and from 10 to 6 cents in a 5th city for the first month's storage and handling. Renewal storage charges were cut from 5 to 4 cents.—*Kline*.

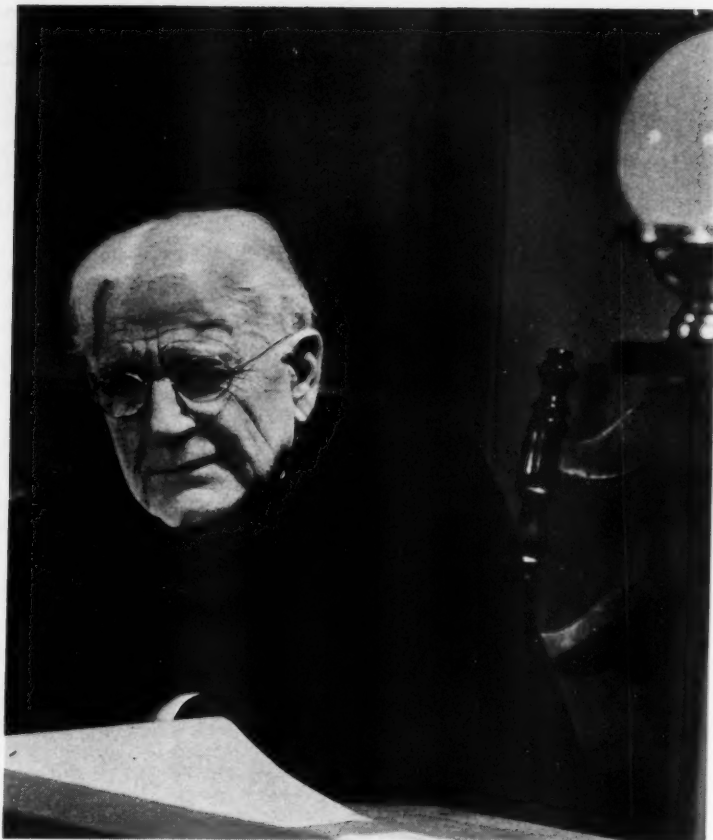
Boston to Get Australian Wool for N. E. Storage

Five American lines will carry 90 per cent of the Australian wool to be shipped to the United States direct to Boston or to Pacific Coast ports and overland to Boston. The 250,000,000 lbs. of wool are to be stored in the New England area. None of the wool will move into Gulf of Mexico gateways. Completion of the shipments is to be within 4 to 6 mos.

Mr. Elwell is a practitioner before the I.C.C. and the U. S. Maritime Commission. He is also a member of the Association of Interstate Commerce Commission Practitioners.

In addition to other organizations, he is a member of the Manufacturers' Assn. of New Jersey, the Elizabeth Rotary Club, and the Elizabeth Chamber of Commerce, of which he is chairman of the transportation committee.

For other connections, see his article, "Teamwork Wins," which appeared in the May, 1940, issue of DandW; also the article, "Cooperation Between Sales and Traffic Departments," which appeared in the September, 1940, issue.



Underwood & Underwood

"THE question at stake," said Epictetus, "is no common one; it is this: are we in our senses, or are we not?" And, — his words of centuries ago apply equally as well today when one reviews the controversy connected with the subject of "unauthorized practice of law," or, as often termed, "the lawyers' monopoly bills."

This clash of views seems to have been started by a lawyer back in 1913. He became greatly alarmed concerning corporate practice of law and wrote an article, "The Passing of the Legal Profession," which was published in the Yale Law Journal. Prior to that time it appears no one had raised any serious question concerning the alleged "unauthorized practice of law," although there was a confused activity within the fold of the legal profession after publication of the article. However, nothing of importance took place until 1930. Then came the deluge.

The Unauthorized

*... a problem whose solution calls for judgment—
not blanket legislation.*

It is since 1930, and with the increase in governmental commissions, etc., that lawyers have attempted to force through legislative measures aiming to prevent anyone not a lawyer from conducting the work of a practitioner before these regulatory and administrative bodies, both National and State.

In other words, the economic depression after 1929 may have been at least one of the deciding factors which moved the American Bar Assn. to institute its Committee on Unauthorized Practice of Law. Over 400 bar associations now have committees dealing with the problem.

There can be little doubt as to every thinking person agreeing that the licensing of members of the legal profession to practice before the courts is a proper precaution to guarantee the rights of not only the lawyers, but of the public as well.

On the other hand, permitting only lawyers—because they are members of the legal profession—to appear before governmental administrative and regulatory bodies, and excluding others—simply because they are not lawyers—in no way will protect the public interests.

In defense of the agitation, it might be argued that the legal pro-

fession is greatly overcrowded. Whether or not this condition prevails should have no bearing on the matter because, plainly speaking, the term "overcrowded legal profession" means, if it means anything, that too many persons are in that field. This phase, if it exists, is not the fault of the public or of any group outside of the legal profession.

Scrutiny of the complaints relating to the so-called "unauthorized practice of law" tends to create the impression, especially among laymen, that some of the lawyers are more interested in their "need to eat" than in the services being rendered.

As above mentioned, in an effort to eliminate all those who are not lawyers from appearing as representatives on behalf of others before any governmental agency, members of the legal profession have been trying to bring about legislative measures which would permit only lawyers to act as practitioners before the Federal bodies such as the Interstate Commerce Commission, etc., and likewise before similar regulatory bodies of the various States.

In a few instances legislation has been decreed, the intent being to prevent almost everyone except a lawyer from engaging in this work. Ohio is one of the States where a law of this type is in effect. In that State, any person "who is a

****. All quasi-judicial and administrative bodies shall within said 30 days after enactment conform their rules of practice before them to the provisions of this Act."

The O'Toole Bill has not been ordained, but if it should be, it is quite evident that the laymen would be seriously affected.

A Typical Bill

To illustrate the sort of bill which is being introduced in the various State legislatures, the following is quoted from the preamble of New Jersey Assembly Bill No. 206, which was presented during the 1940 session: "Whereas the public should be protected from deceptions and exploitations by untrained and unsupervised laymen who inexpertly attempt to practice law, beguile unsuspecting persons into availing themselves of their services, charge therefor and cause needless litigation; and ****."

The Bill also provides that "any person not licensed as an attorney or counsellor-at-law of this State who practices or holds himself out to the public as practicing law, shall be liable to a penalty of not more than \$200.00. **** the court shall proceed in a summary manner, without a jury, **** to the county jail for not more than 30 days. **** if any person shall be again convicted **** liable to a

Unauthorized practice of law can be prevented by cooperation between manufacturers, warehousemen, realtors, public accountants, architects, lawyers, traffic managers, etc., without the adoption of impracticable, unreasonable, unfair and unnecessary legislative measures. As one writer puts it: "We should never create by law what can be accomplished by good judgment."

Evidence is not lacking to show that the fair-minded men in the legal profession are realizing that the introduction or passage of legislative measures, such as are herein described, is not the proper way to combat the evil of unauthorized practicing of law.

It is evident that those lawyers who have carefully considered the subject, noting developments and reactions, understand that "blunderbuss" tactics are valueless. To support the foregoing statement, the following is extracted from a portion of a report appearing in the American Bar Assn. Journal, February, 1940, Vol. XXVI, No. 2, Page 112:—

"While no one except a lawyer should practice law before any governmental department, all practice and appearance before administrative tribunals does not constitute the practice of law and there are many technical and specialized fields of expert knowledge wherein those appearing before such tribunals have the right to present the facts. **** therefore, the committee reported in 1937, and your present committee again report to you, that it is of the opinion that general legislation, blanket legislation, in respect to this subject is not desirable. Any general law applying to all administrative tribunals is bound to include therein some agencies where it may be that the practice before them does not amount to unauthorized practice of law. **** in principle, this type of legislation is not the way to stop unauthorized practice of the law, that advocacy of it by a bar association is bound to be misunderstood and to be the type of legislation which puts the bar in the public eye as wishing absolutely to prevent the public from appearing before any tribunal, even though a lawyer may not always be necessary **** not only bad policy, but that it would defeat the very purposes of the prevention of unauthorized practice of law ****."

Likewise the Committee on Unlawful Practice of the Law of the New York State Bar Assn. concurs in the view that "general legislation, blanket legislation" to curb the unauthorized practice of law is unwise.

(Concluded on page 57)

Practice of Law

regular salaried employee of the person, firm or corporation directly concerned, or of a chamber of commerce in matters of a general character" may participate before the Public Utilities Commission, otherwise, in general, only lawyers can represent in an appearance. Without going into details, it can be stated that the problem in Ohio is floating in a sea of doubt.

So far, the Congress has not enacted a law of this kind, although bills have been introduced. For instance, the O'Toole Bill, HR 8349 of 1940, which in part reads: "**** and before all quasi-judicial or administrative bodies ****, the parties may plead and manage their own cases personally or by the assistance of such counsel or attorneys-at-law as by the rules of said **** quasi-judicial or administrative bodies, respectively, are permitted to manage and conduct causes and hearings therein.

By HENRY G. ELWELL

President of Elwell, Philips & Co.,
Traffic Consultants

penalty of \$500.00 for each violation **** fail to pay **** to jail **** not exceeding 90 days."

The words of the preamble are high sounding, with rounded phrase, and on the face of it, convey a worthy design. But—nowhere in the bill is there any definition of "the practice of law," either directly or by implication, thus leaving an opening for questionable application if it should become a law.

Manufacturers, warehousemen and the general public ought to be protected by statute against the unauthorized practice of law. However, loosely drawn bills such as those above quoted would prove to be costly to business men, etc., without actually safeguarding them against unscrupulous persons.

The Story of Insurance . . .

From the days of the Phoenicians to the present, men have recognized risk sharing as a necessary part of economic life. Howard Tierney makes its history exciting reading here

THE modern insurance company, with its hundreds of desks and thousands of employees, would seem to indicate that insurance was a later addition to our modern highly developed business system, but this is not true. Insurance is as old as business itself. When the first merchants came to realize that business ventures involved risk, they immediately set about to find a method by which these risks could be shared by others. The first peoples to devise anything comparable to our modern insurance were probably the Phoenicians, who were the great trading Nation of the Mediterranean around the year 1,200 B. C.

The form of insurance devised by these early traders, "bottomry," was, to be sure, a very crude one, but it was insurance, nevertheless. A merchant sending a boat on a voyage would apply to a money-lender, who advanced the capital for the enterprise and assumed the entire loss if the vessel was lost in return, for which he participated in the profits of the venture. Naturally the money-lender's share was very large, anywhere from 40 to 60 per cent, due to the fact that travel was hazardous in the small open boats of the period.

The next records of insurance that have been found deal with the peasants of the Nile who were at least by the year 1,000 B. C. insuring their mules, oxen, and equipment. Their insurance was of a cooperative type; a group of peasants organized into a society or club in which all members agreed to pay equally to purchase new equipment for any member who had lost his stock.

Under the Romans, insurance reached a peak hitherto unsurpassed by former races. There is a document, still extant, showing a highly developed form of marine insurance on certain war supplies, such as food, clothing, and armaments for the soldiers fighting the Carthaginians in Africa in the Second Punic War. It seems that the manufacturers of these supplies refused the risk of delivery to the

army in fear of the Carthaginian fleet and only acquiesced when the government agreed to insure the goods.

In the year 58 B. C., by decree of the Emperor, as the Mediterranean became more and more a Roman lake, "Mare Nostrum," the Emperor himself became the guarantor of all shipping risks in return for which he demanded a percentage of the profits in the form of a tax levied indiscriminately on all merchants. This, so far as records show, is the first form of compulsory insurance.

"Tax Farming"

Another form of insurance instituted by the Romans and used by many governments until the beginning of the 19th century, was insurance that guaranteed to governments the annual and regular collection of the taxes. This, called "tax farming," is a system whereby a government leased the collection of the taxes to various individuals who paid the government anywhere from 75 to 80 per cent of the taxes levied. These individuals throughout the following year collected the taxes with the aid of the Emperor and his army, thereby assuring themselves of a considerable profit.

Burial or life insurance may be considered another contribution of the Romans to modern insurance.

It found its origin in certain religious clubs or "Collegiae" dedicated to divinities, such as Mercury, Mars, Venus, Apollo, etc. To a Roman the disposal of his remains was a very important ritual; he, who was not buried according to the laws and rites of the established Roman religion, never found his way into the Elysian Fields or the shades of Hades where the soul was supposed to exist for eternity. The importance of burial assumed such proportions that men desired to find means that would insure the payment of expenses covering the disposal of their bodies.

Out of these clubs grew a crude form of life insurance, whereby members paid annual dues to the club which financed their burial. The dues were levied according to the age of the member when he joined the club. As this form of insurance developed, the Romans devised "life tables," quite similar to the tables used by modern life insurance companies. The census that was taken every 10 yrs. by the government aided in the development of these tables and by the beginning of the 3rd century A. D., the Romans had acquired a very considerable knowledge of higher mathematics, including advanced algebra and calculus. It was an easy step from these religious clubs to the development of modern life insurance. The insurance soon not only covered burial expenses but

THIS first article on the history of insurance and those to follow in succeeding issues of DandW are outstanding in their effort to bring to the readers facts not generally known, or perhaps never realized.

Mr. Tierney, active in the insurance field, has devoted considerable time in making research and in doing so, has brought to light many misconceptions about the beginnings of the various forms of insurance coverage that have commonly been accepted.

The origin and development of insurance, covered in the present and the December issues of DandW, will be followed by treatment on financial aspects, sales through agents and brokers, and marine, fire and liability insurance.

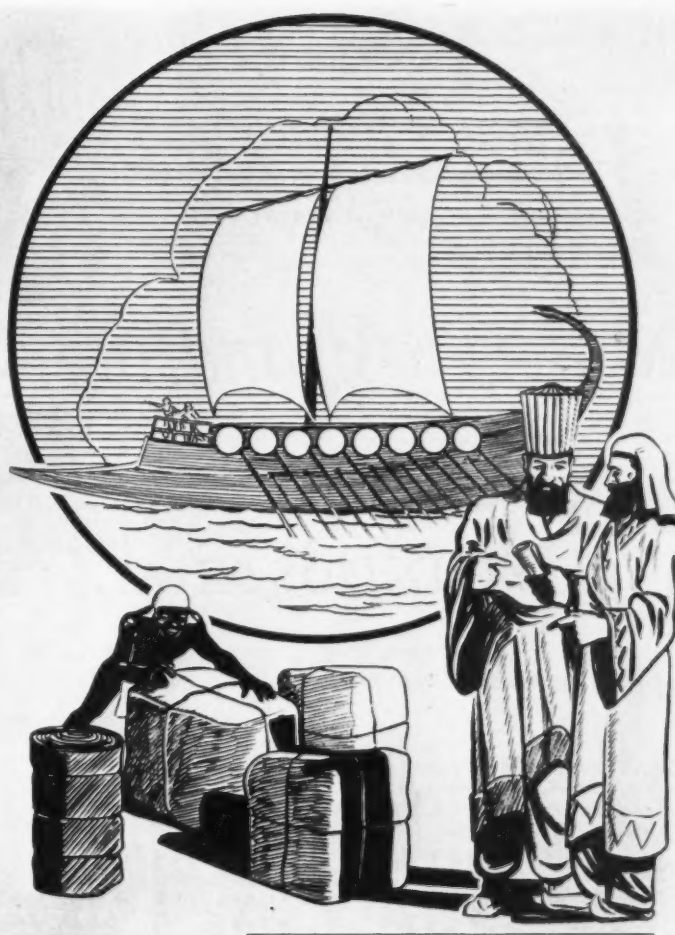
also the care of the widow and family for still higher yearly payments, and finally the payment of a lump sum to the heirs. Certain of the policies that have come down to us, in rather fragmentary form, contain a suicide clause exempting payment by the "Collegiae" which has a peculiarly modern ring. The "Collegiae" were forced to insert these suicide clauses due to the high rate of self-inflicted death among the Roman generals and people of wealth and position.

The famous Roman legions had a form of group retirement insurance; each soldier paid a percentage of his yearly salary and was guaranteed life support commencing at the age of 46. Yearly payments were relatively small, due to the high rate of mortality among the members of the legion, very few ever attaining the age of 46.

Annuities

After the break-up of the Roman Empire (4th century A. D.) into the Empire of the East and the Empire of the West, the Empire of the East continued to develop economically and socially while the Empire of the West was overrun by the barbarian hordes from the North and Northeast. It is not surprising that we should find in the famous 6th Century Justinian Code of the Eastern Empire, a group of laws devised by the Emperor, provisions for life insurance companies. The law states that a contract between 2 parties, based on the death of a 3rd party, was legal. Documents have been found that were payable upon the death of the loaner, very similar to our modern annuities. It appears that certain far-sighted individuals lent money with no prospect of immediate repayment, but the loan guaranteed the support of the loaner's dependents who survived.

With the increase of the barbarians during the 7th, 8th, and 9th centuries, A. D., there was a marked decline in trade, commerce, and industrial activity; cities like Rome, Athens, Alexandria, and Antioch became isolated communities. Small tribal states replaced the 2 large Empires that had guaranteed the free flow of commerce throughout the Mediterranean. The rise of Mohammed and the tide of Islam spread throughout the Southern and Eastern Mediterranean, cutting off for a period of over 500 yrs., commerce between the rich Mohammedan South and East and the relatively barbaric West. Thus, the old trade routes gradually fell out of use, until around the year 1,200 when the Near East was again opened by the Crusades. With the decline of commerce, followed the demise of insurance in the highly developed form it had



The first peoples to devise anything comparable to our modern insurance were probably the Phoenicians, who were the great trading Nation of the Mediterranean around the year 1200 B.C.

attained under the Roman Empire.

Insurance was practically dormant for over 500 yrs. in the chaos of the early Middle Ages when war and destruction occupied men's minds to the exclusion of business and economic enterprise. Insurance began to reappear in the 12th century, and found its origins in the guild system, in Flanders and the Low Countries, the areas where the first revival of trade and commerce began.

Guilds

The guilds had their origin in family groups, formed to protect the weak against the tyrannical powers of the petty kings and overlords of the day. After the fall of the Roman Empire, the family became a political as well as social unit. In a period when there was no competent government to protect the rights of the individual, the family or clan necessarily assumed this responsibility.

Just as the powerful overlord handed down his castle, his army, and his serfs to his oldest son, so the poor burgher handed down his establishment, meagre as it probably was, to his oldest son who in turn became the patriarch or absolute ruler of the family. As the tyranny of the overlord became more oppressive, a single family found that it was impossible to protect the rights of its members without the help of other families. The result was that the family guild soon became a society, or "Amité," as it was called, made up of the more powerful bourgeois families of a community.

As the guild system was founded on protection or guarantee of the family, property and legal rights, insurance came as a natural sequel to the purposes and activities of these guilds. Now we can see the main differences in origin between the Roman form of insurance in the religious "Collegiae" and Medi-

(Continued on page 58)

*New Handbook published by
The Industrial Truck Statistical
Association presents a practical
Analysis of*



Material-Handling Operations..

and the application of

POWER INDUSTRIAL TRUCKS

As Reviewed

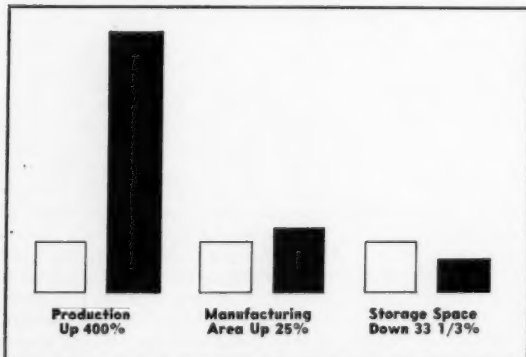
By MATTHEW W. POTTS
Materials Handling Editor

THE writer has for a number of years advocated that the different branches of the materials handling industry should within their own groups, set up some definite educational campaign, regarding their particular types of equipment. There are several materials handling groups, who get together as associations, but the outstanding group has been The Industrial Truck group.

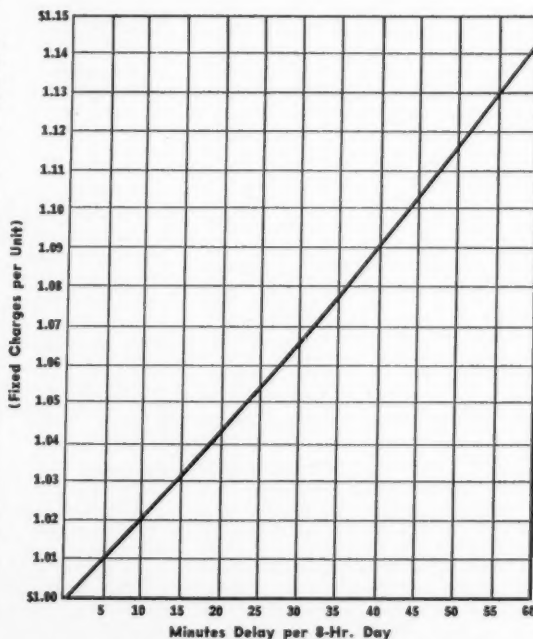
This particular group has, from its very inception, endeavored to set forth an educational program, that would make American industry conscious of materials handling products, and their application to handling problems within the manufacturing, warehousing, and transportation industries.

The Industrial Truck Assn. has provided speakers, moving picture reels, and other educational features, to engineering societies, etc. It has also contributed definite literature which could be retained in the executives' files for present and future reference. Its first

effort along this line was a publication copyrighted in December, 1927, entitled Profitable Application of Electric Industrial Trucks and Tractors in Industry, edited by H. J. Payne, and published by the Society for Electrical Development, Inc. This publication was the first one ever issued by a group of materials handling manufacturers, and should have been followed up by other groups. However, the industry, as a whole, has left the educational work up to trade papers, their editors and contributors, among which the outstanding have been the *DandW* articles of recent years.



Modernization of the handling methods of an industrial plant often brings surprising increases in production capacity. In one recorded instance, the results shown above were achieved.



Production delays always increase unit production costs. The machine cost per unit of production, and, in fact, all fixed charges per unit, increase in the ratio indicated by this curve. The same is true of any other costs which are proportional to time.

GUIDE FOR MATERIAL-HANDLING ANALYSIS

I. PRODUCTION

1. Are materials delivered from operation to operation without manual handling?
2. Are they placed directly in the machine?
3. If they must be hand fed, are they placed on that the machine operator need make no unnecessary motions?
4. Are materials always delivered as rapidly as they are used?
5. Is set-up time at an irreducible minimum? Are tools changed as rapidly as possible? Is material delivered in units large enough to get the longest possible run per set-up?
6. Is the plant laid out primarily for "straight-line" sequence or for process efficiency? If the latter is preferable, would more flexible handling methods permit its adoption?
7. Has manual handling been eliminated from millwright work?
8. Is scrap disposed of without manual handling?

II. RECEIVING AND STORAGE

1. Are incoming materials (other than bulk commodities) received in unit packages suitable for power handling?
2. Are they unloaded and delivered to the store-room without manual handling?
3. Are they stored in the roof whenever desired, without manual handling?

III. PACKING AND SHIPPING

1. Are finished products packed in unit loads suitable for power handling?
2. Are they stored in the roof whenever desired, without manual handling?
3. Are they stored in outgoing carriers without manual handling?

IV. COSTS

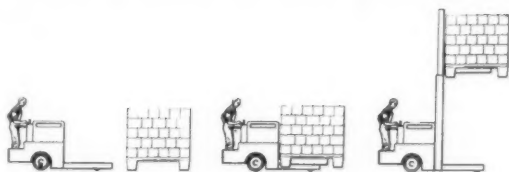
1. How many men are engaged in handling materials full time? Part time?
2. Is any skilled labor ever required to do ordinary handling work?
3. What proportion of the direct labor payroll is represented by handling?
4. What is the cost per ton-foot of handling materials between departments? Within each department?
5. What is the cost of defective material and spoiled work? What proportion arises from present handling methods?
6. What is the cost of lost time? What proportion arises from present handling methods?
7. What are the present compensation rates and to what extent can they be reduced by elimination of handling injuries?
8. What proportion of lost-time accidents are a result of manual handling?

V. HANDLING SYSTEMS

1. If handling has been mechanized, are the systems in use in each case best adapted for the work?
2. Have they been obsolete and replaced as rapidly as a net gain in efficiency could thereby be obtained?
3. Have they been supplemented by all improved auxiliaries equipment capable of effecting further net gains?
4. Has everything possible been done to assist suppliers to ship in unit packages suitable for power handling?
5. Have customers been informed that their shipments will be made in unit packages on request wherever practical?



The tractor-trailer system, first in historical development, is a haulage rather than a handling system. Its advantage is low dead weight per ton of load, hence, low cost per ton-foot. Its field of application is defined mainly by large tonnages and long distances.



Earliest true handling system is the lowlift-truck-skid system which picks up, hauls, and sets down. It was quickly followed by the highlift-truck system which added tiering to the other functions. However, pallets are supplanting skids for tiering and shipping.



The fork-truck-pallet system is latest in historical development and most widely applicable. It performs every kind of handling operation in which the loads can be utilized on pallets.

The Industrial Truck Statistical Assn. and its members have now made another contribution to the executive's library, in bringing out the MATERIAL-HANDLING HANDBOOK. The first copies are just off the press. These can be obtained by writing to The Industrial Truck Statistical Assn., 208 S. La Salle St., Chicago, Ill., attention of Walter S. McCann, secretary, by mentioning that you have read this review in *DandW*.

The Handbook is intended to serve as a practical guide for the analysis of materials handling problems and operations and their correlation with production, store-keeping and related functions, and for the planning and operation of industrial truck material handling systems. It contains many instructive illustrations and drawings, and will prove invaluable as a reference book on this subject by management, not only in industrial fields but in service fields such as warehousing, transportation, etc.

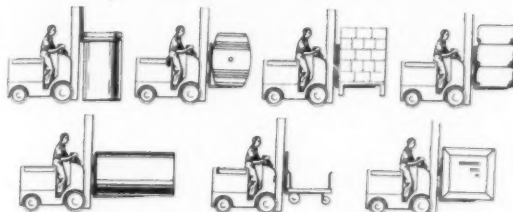
The book, which is available without cost to production executives and production engineers, is divided into 4 sections which are listed and briefly described below:

I. THE PLACE OF MATERIAL HANDLING IN INDUSTRIAL MANAGEMENT:

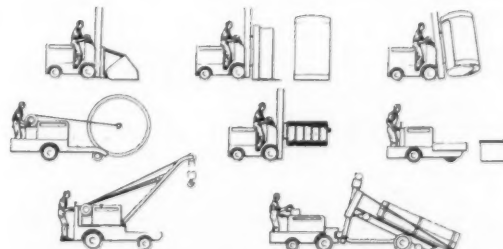
Explains the relationship between handling and production, results which have been attained in some industries by way of reduced unit costs through better utilization of existing production equipment, and the rise of the material handling executive.

II. MATERIAL HANDLING MANAGEMENT:

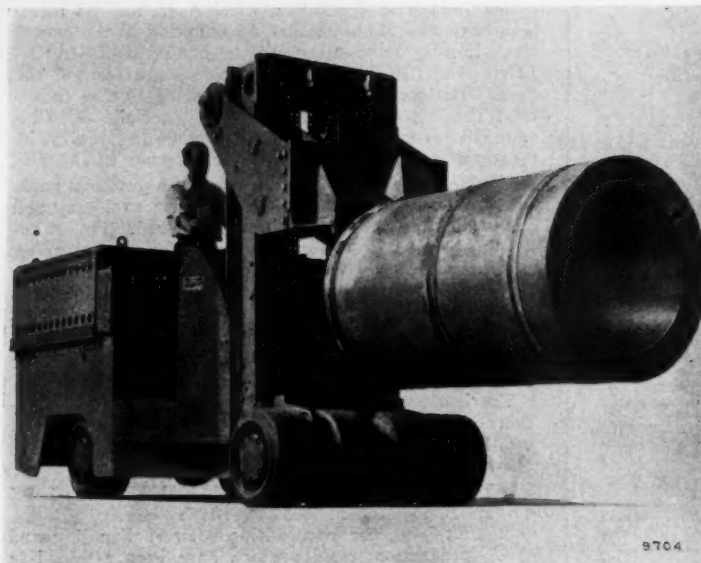
Outlines the procedure for organizing material handling work, the objectives and principles involved and information sources; also describes various types of industrial truck handling systems; the use of a cost system as a source of information; and an outline of handling operations to be taken into consideration. Also contains a general check list and a flow of work check list for material handling analysis; also



The fork-truck-pallet system handles skids and trailer loads and a variety of unmounted loads.



Special systems, evolved from the fundamental systems, apply the principles of the unit load and self-loading to the handling of materials, which may not be adapted to skids or pallets or may constitute power-handling loads in themselves. Some of them, illustrated above, are the scoop truck, the roll handler, the reel handler, the ram, the bosh truck, the crane, and the articulated sheet handler.



The wide range of load-carrying capacities available in the industrial-truck handling system are illustrated by the ram truck (top left) which is built to handle loads up to 15 tons; the die handler (lower left) with capacities to 30 tons; and the midget center-control fork truck (upper right) which, at the other extreme, is built for compactness and lightweight.

an outline of the advantages of each of the industrial truck handling systems.

III. ORGANIZING AN INDUSTRIAL TRUCK HANDLING SYSTEM:

Gives detailed outline of points to be studied with respect to choice of methods and equipment, physical plant conditions to be taken into consideration, and practical operating information. Also contains suggestions for consideration when building or modernizing.

IV. PRACTICAL TRUCK ENGINEERING:

Describes how to determine the number of trucks or tractors needed to perform any required amount of work; how to estimate battery capacity requirements and how to make combined time and energy estimates. Also outlines method of estimating operating costs.

Included in the handbook are tables of Traction Units, Mechanical Electrical Equivalents, Energy Calculation and Cost Estimating Data; a bibliography listing a number of reference sources on related subjects and an

appendix giving formulae for determining whether upper floors of buildings will support an industrial truck and specifications for dust-vapor and explosion proofing.

Examples are also given of savings that can be made. These are illustrated by charts, etc., a few of which are herewith reproduced. Comparisons are made between various types of industrial trucks and tractors, as illustrated. Many other illustrations are used, showing operations in numerous industries, at freight terminals in loading and unloading of cars, steamships, etc. Most all of these illustrations have something to do with warehousing. A particular paragraph in the book, titled "Raising Earning Power in Transportation and Warehousing," cites the following examples:

THE PRINCIPAL ADVANTAGES OF THE INDUSTRIAL-TRUCK HANDLING SYSTEM

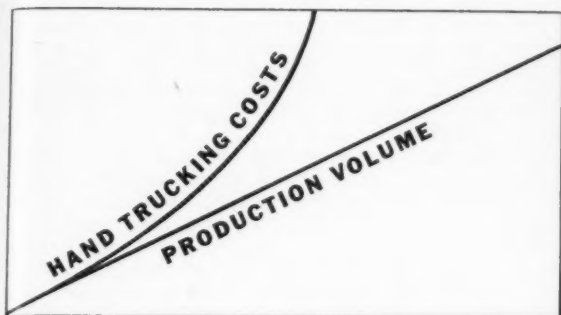
- Cuts direct handling costs 25 percent to more than 90 percent below costs of manual handling.
- Permits use of larger handling, stocking and shipping units, eliminating handling of individual pieces.
- Reduces loss from spoiled work and damaged goods.
- Permits higher utilization of storage space by tiering to the roof.
- Eliminates manual handling in carloading.
- Simplifies taking of inventories; permits counting of skid, pallet, or trailer units instead of individual pieces.
- Facilitates meeting delivery dates on rush orders.
- Permits systematic routing and dispatching.
- Increases utilization of time of production machinery and operator:
 - Avoids delays in delivery of work.
 - Places work in position to prevent needless rehandling.
 - Cuts preparation time as in die-threading by delivering work in large batches or units.
 - Cuts idle time as in heat-treating by eliminating need for cooling down furnace while charging.
 - Cuts waiting time between jobs or during retooling as in metal drawing by changing dies in fraction of former time.
 - Keeps pace with either increased production schedules (overtime) or with permanently faster flow (higher speed machinery).
- Places no restrictions on changes in layout or sequence of operations; requires no track which must be relocated; permits layout for highest process efficiency.
- Simplifies plant maintenance:
 - Can carry or push machinery to repair shop and return (especially if mounted on runners).
 - Can carry skid, pallet-, or trailer-mounted repair shop to any part of plant.
 - Can replace ladders for overhead work.
- Reduces accidents and compensation rates.
- Is not limited to operation within one building or bay.

"A steamship company, operating on the Great Lakes, increased the earning power of its package freighters partly by increasing the running speed but mainly by adoption of the industrial-truck handling system for loading and unloading cargoes and thus reducing the time required.

"This enabled the ships to make 50 per cent more sailings per season and brought a similar in-

crease in the volume of revenue freight it was possible to handle, an increase that could otherwise have been gained only by an investment in additional ships which would have required an outlay many hundred per cent greater.

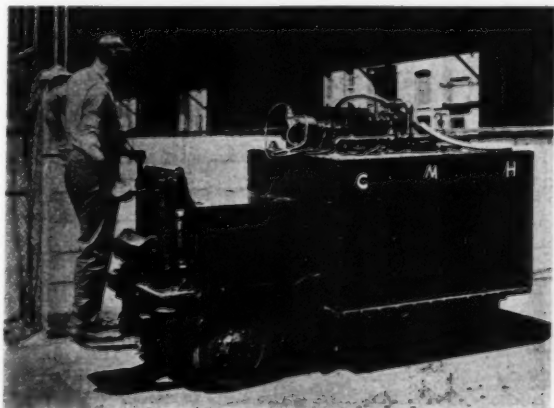
"The United States Government had on its hands



Hand-trucking costs tend to go out of control when production increases. A record plotted as shown above, warned the management of a plant that more modern methods were required.



Above—Scrap disposal by revolving fork truck. Below—Machine lubrication service in the plant. Right—A safe way of doing jobs that once required unsafe ladders. In the case of machine lubrication and the work shown at the right, the trucks are merely doing "chores" as they are regularly employed in production work. Illustrations on the following page show additional use of trucks for service work.



a large warehouse which it was hoped could be leased and eventually sold to private operators. But it proved to be a white elephant. For 17 yrs., tenant succeeded tenant because none could make it pay. Finally, a new company took possession, doubled the storage capacity by adoption of the industrial-truck handling system, and in this way took the enterprise from red to black.

"But efficient handling methods not only serve as a means of raising plant earning power; they also cut direct handling costs. The direct saving made by the industrial-truck handling system, compared to manual handling, has seldom been less

than 25 per cent, and sometimes has exceeded 90 per cent."

Many other points are covered, including safety in handling. Old-time as well as modern equipment is illustrated.

The Handbook is advocating that executives be placed in charge of, and devote their time to, better handling, layout, work analysis, time, and motion study, or other functions. They feel, as the writer has felt for some time—that the value of having someone definitely responsible for the handling methods throughout the plant, will assure orderly planning and coordinated operation, and that the more general such a plan becomes, the more quickly will handling methods be brought up to the same level of efficiency as production methods.

In writing Manual 29, "Industrial Transportation Facilities," for The La Salle Extension University's Traffic Management Course, in 1927, I pointed out that there was a new field for traffic men, from which we quote:

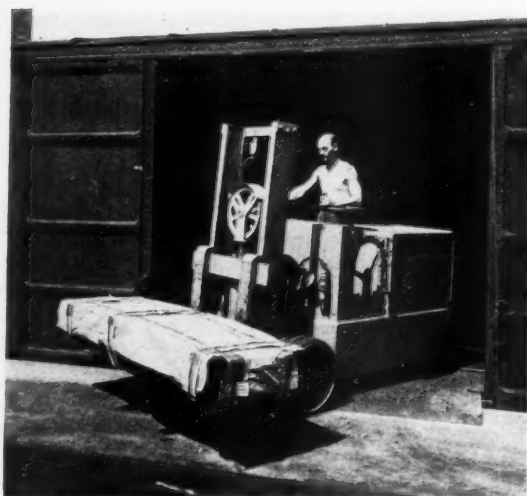
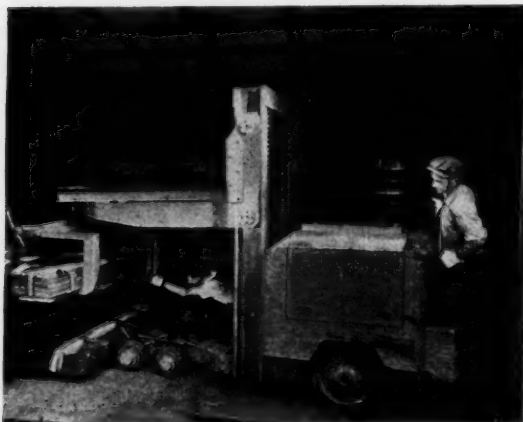
"The tendency on the part of industrial plant executives to reduce their handling costs, and at
(Concluded on page 61)



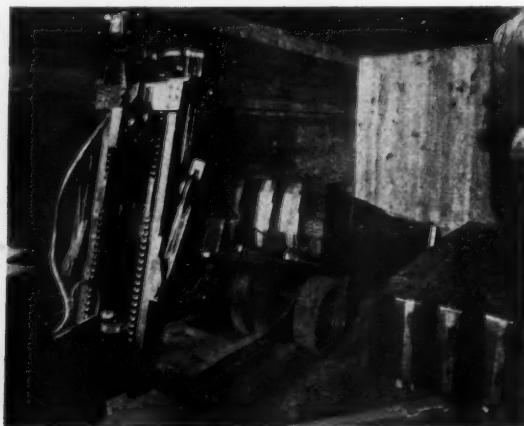
Other plant services performed by the industrial truck, illustrated by the use of crane for handling railway stores.



Above—Safety records improve when workers are spared jobs like this. Below—Crosswise stowing by bulky loads is accomplished by a swivel fork attachment. Loads are then swung lengthwise in order to clear the car door.



Above—Steel sheet packages are handled like tin plate, permitting use of box cars for protection from the weather. Below—Large steel sheet packages, especially high-finish sheet, are loaded in box cars, without damaging the surface, by articulated sheet handlers the principle of which is illustrated in the lower right of page 13. A typical car-load consists of five 10-ton packages placed in the 4 corners and the center.



News from the Conventions—

Schwecke New President of Southwest Whse. Group

L. L. SCHWECKE was elected president of the Southwest Warehouse and Transfermen's Assn. at its 23rd annual convention, held at the Adolphus Hotel, Dallas, Oct. 9 to 11. R. L. Carnrike, retiring president, is chairman of the board. Seth Davis, Tulsa, Okla., is the new first vice-president, and Chester Bradley, Dallas, the new second vice-president. Frank Thomas, Texarkana, is vice-president for Arkansas; Charles Littlejohn, Baton Rouge, for Louisiana; Curtice Robertson, Oklahoma City, for Oklahoma; and N. S. Von Phul, San Antonio, for Texas.

Directors elected, were as follows: Jules de la Moriniere, Houston; Bob Black, El Dorado, Ark.; W. W. Callan, Waco; R. A. Rogers, Ft. Worth; and Wm. C. Boyce, Amarillo.

The vice-presidents and sectional keymen reported an improvement in business and were optimistic about future business.

J. E. Hutchinson, Jr., C.P.A., discussed the accounting problems involved in present-day relations between Government and business. "To put it more concisely, this topic should be that 'The Government Keeps the Books,'" Mr. Hutchinson said. "A realization of the extent of the Government's influence in business affairs would astound many businessmen. They are resentful of it, because such control is inconvenient; being somewhat restrictive, it hampers their business movement; and being costly, it reduces their income.

"For business in general, the most noticeable effect of Government upon accounting is in the type and number of records that must be kept. Whereas, for some classes of business, simple sets of records would have sufficed in the early nineteen hundreds, similar business today must keep a comprehensive set of accounts."

5-Day Week

Curtice Robertson delivered a talk on the 40-hr. week, after which a round-table discussion was held in which H. C. Avery, Jacksonville, Fla., president of the Merchandise Div. of the A.W.A., took part. Mr. Avery gave the results of efforts in Florida to maintain a 5-day work week. As a result of this discussion, a labor committee is to be named by the association. This committee will meet regularly as a permanent body to deal with the problem. Conclusions reached, following the discussion, were as follows:

1—That the 5-day week is the most feasible for the warehousing business and would probably be the best for industry in general.

2—That the present rate structure of the services given by warehouses is not sufficient to bear the added cost of operation.

3—That it would be more economical to pay regular employees overtime, due to experienced workers' efficiency, than to work extra men.

4—That proper application of the law in legal manner is by no means clear in the warehouse and many other businesses.

5—That the various ways of working out the 40-hr. week are all debatable.

Mr. Robertson stated that a great many industries already have adjusted their work week to overcome the element of overtime, this being particularly true in the East. He added, however, that this overtime is an added cost and will call for an increased price scale. As for warehousing, Mr. Robertson predicted that the added cost will be absorbed.

G. K. Weatherred, general president of the A.W.A., in reviewing the 1941 legislative outlook, stated, "Lord knows we have plenty of law, particularly in the State of Texas. However, we do have some things that require our attention." Some discussion was had on the fact that the present laws were a drawback on warehouses acting as custodians of liquor in storage. It was conceded that this needed some legal effort.

Intra-state moving rates came in for some discussion. An effort is being made to bring about a definition of household goods in order to make the rates uniform. The 7,000-lb. Texas load limit law came up for discussion and was finally tabled. Civil service was discussed to some extent, but without any uniformity of opinion.

Woody Callan, Waco, stated that the State comptroller department had decided that warehouses came within the scope of the Texas Chain Store Tax law and that a demand for the tax was being considered in order to create a test case. The wording in the law that raises this tax question is as follows, "Any business house where a sale has been made is subject to the chain store tax."

James A. McCaul, Fort Worth, Texas, spoke on "Increased Demand for Warehouse Facilities in Connection with the National Defense program." "The Government is inclined to build its own warehouses," Mr. McCaul said. He quoted from an article in the October issue of *DandW*, page 6, relative to storing of crude rubber, Australian wool and other war supplies. Mr. McCaul was of the belief that such Government business would not affect warehouses in the Southwest to any large extent and that the Government had requested all private tenants in Government warehouses to vacate as a part of the National Defense program. This, he pointed out, will bring increased business to public warehouses. There is only one such warehouse in the Southwest district, namely at New Orleans.

John H. Frederick, professor of Transportation and Industry, University of Texas, pointed out that the warehouse industry needs expert traffic managers in order to properly serve its customers. "There are many skilled traffic men in the public warehousing industry," he stated, "but too many warehousemen are still handling their traffic problems—and what is more important, the traffic problems of their clients—largely by guess and by gosh. Too many are relying solely on experience,



A get-together of those who attended the 23rd annual convention of the Southwest Warehouse Transfermen's Assn., held at Dallas, Oct. 9 to 11.

which when depended upon entirely, is too slow and costly."

H. C. Avery in his talk on cooperation between shippers, transportation and warehousing, said that the warehouseman's position in the present battle between the truckers and the railroads reminded him of the fellow who stepped in between 2 fighters in order to separate them and bring peace, only to wind up getting the worst of it.

"Since trucks have come into the picture," Mr. Avery stated, "we warehousemen have seen our revenue gradually dwindle. First, with pick-up and delivery service inaugurated by the truckers and then by the railroads, with the result that the warehouses lost their cartage business in the delivery of l.c.l. merchandise. Second, with the railroads reducing l.c.l. rates to approximately a carload basis, the reduction of the spread between the carload and l.c.l. has caused the warehousemen to lose thousands of carloads of storage and distribution merchandise.

"Continuing to flounder around in their efforts to meet truck and water competition, the railroads are attempting other methods of rate making, such as the assembling and consolidation of l.c.l. merchandise for distribution points at greatly reduced rates. They inaugurated the pool car distribution charge which is in competition with the warehouse business, and now in some sections they propose to absorb the distribution charge entirely. They proposed by change in Rule 23 to act as agent for the shipper, and perform all the services that warehousemen have heretofore performed.

"While we can sympathize with the carriers (most of them remain in the red), in their desire to secure tonnage and improve their revenues, we warehousemen do not approve of many of these proposed changes and we believe that the carriers are wasting their revenue instead of improving same.

"Now, where does the shipper come into this picture? Well, as I see it, he is sitting pretty, getting a reduction in freight rates without asking for same, and getting his pool car distribution without cost without asking for it. Now comes the question of what is the best position for the warehouseman to take in this fight that might destroy his business. Can we afford to go into court as an association of warehousemen and undertake to prevent the shipper from securing a reduction in his freight charges?

"To my mind, this is a matter that should be given very careful thought and consideration. It is a fact that the A.W.A. did take considerable interest in this matter a few years ago, and quite properly so, in combating further development of large railroad terminal warehouse projects, and later assisting our Eastern members in attacking the unremunerative storage and handling rates charged by the railroad-owned warehouses in the Eastern area.

"Our association has recently given its support to the warehousemen in the New York area in combating unfair practices of Foreign Trade Zone No. 1, and will give support to a proposed amendment to the Foreign Trade Zone Act so that the zone in the future will be operated in accordance with the interest of the original Act as passed by Congress, thus taking the zone out of competition with private warehouse enterprise.

"These are storage problems and a competition that we have every right to fight for our protection.

"My own definite ideas are that we can better protect our interests and that of shippers and the revenue of the carriers by better salesmanship on our part, in an attempt to show that the carriers are more likely to improve their revenue by an increase of tonnage and a lowering of spread in costs, by widening the spread between carloads and l.c.l. freight moving between manufacturing points and distribution centers. Certainly, the rail carriers' operating costs are much less when they only have to furnish empty cars at shippers' sidings, and haul same from points of origin to warehouses at destinations. They thus save pick-up and delivery costs, extra billing, and less possibility of claimed damage.

"Then I say let the truck lines have the short haul business, which they can unquestionably handle more economically and efficiently. With a continued reduction in l.c.l. rates, I have my doubt that trucks can operate profitably in distances of more than 300 or 400 miles.

"I feel that the A.W.A. can intervene only when the carriers propose to add warehousing services to their rail haul contracts, in which they become agents of the shipper and come in direct competition with warehouses.

"I have found that much can be accomplished by showing the carriers the advantage of the development and control of a steady movement of carload freight through a proper spread between l.c.l. and carload rates. I know of a specific instance where a warehouse has joined with the shipper in persuading the carrier to put into effect carload commodity rates, which enabled the shipper to open up new distribution points."

Ivey A. Faulk, Monroe, La., handled in a masterful manner the subject, "Settling Storage Disputes by Arbitration." Mr. Faulk has made an extensive investigation of the arbitration laws of the United States, and incidentally, has had some costly arbitration experiences in the courts of his state. He has found that only one of the 5 Southwest States has the proper law on its books to enable a warehouseman to incorporate the arbitration clause in his contract.—Smith.

Boston Distribution Conference Stresses on National Defense

NATIONAL defense preparations and their effect on merchandising, distribution and production, dominated the program of the 12th annual Boston Conference on Distribution, held at the Hotel Statler, Oct. 7 and 8. Government control of prices, taxes, State trade barriers, the results of the 1940 business census, and a first-hand picture of Great Britain's trade relations with the United States, were also presented to the 650 business leaders and students in attendance.

Considerable attention was paid to the question of whether retail prices will rise abnormally, due to higher taxes, higher labor costs, and a shortage in the availability of some basic raw materials. The opinion prevailed that retail prices can be held within reasonable limits and must be in order to maintain a normal flow of production and consumer purchasing. In that regard, the retail distributors have definite plans to prevent prices of goods rising, at least at the present time when incomes are low. Every advance in price is being carefully scrutinized to see whether or not such advance is justifiable.

Re-employment Promises

Business was warned to go easy in its promises of re-employment after the military emergency. It was pointedly asked, "How do you know you will be in a position to rehire men?" It was then recalled that during the World War No. 1, businesses were changed out of all recognition and that many establishments that could not be converted into necessary uses were asked to shut down entirely.

Dr. David R. Craig, president of the American Retail Federation, warned that much sentiment exists in Washington today for general price controls. He maintained, however, that vigorous market competition was the best guarantee against unreasonable profits. He also stated that "where the peacetime mechanism of market regulation can be made to produce the results desired in wartime, there is no justification for the introduction of more drastic controls. It will not be enough for the retail industry to sit idly by and hope for strong enforcement of the Anti-Trust Laws. As the defense program develops, and as the public attitude dwells upon war, all the pressure will run the other way."

George J. Feldman, Washington, D. C., author of books on business, stated that business today is much better prepared for potential war problems than it was during the World War, and that "for the first time in history it is organized, integrated and well-started on the road long traveled by mass production." Mr. Feldman, however, warned "that if large-scale distribution is to assume its proper function of leadership in wartime, it must be freed of arbitrary and uneconomic legislative restrictions, particularly those designed to freeze the national distributive structure for the benefit of special groups.

"The Robinson-Patman Act, for example, prevents large distributors from using their purchasing power to hold manufacturing prices down. State resale price maintenance laws (masquerading under the name of Fair Trade) prevent them from passing to consumers the savings resulting from operating efficiencies. 'Unfair Practices Acts,' purporting to prohibit sales below cost, have been enacted in many States and in some areas, at least, they have been perverted from their original purpose into outright price-fixing devices.

"Doubtful enough in peacetime, the effect of these laws would be disastrous in war. Cooperation cannot be less than mutual. If the Government will unshackle distribution, distribution will not this time fail its test."

In a preview of the 1940 census results, it was reported that one-third of the Nation's retail trade of

\$40,000,000,000 last year represented credit sales, of which one-third comprised installment purchases and the remainder, sales on open account. The preliminary results of the census disclosed gains in sales ranging from 12 to 43 per cent over 1935 in the first 17 States covered. Super markets, variety stores, and gasoline filling stations led other retail establishments in sales increases. Definitely declining in sales importance were the country general stores, cigar stores and stands and news dealers.

Some other important census deductions already possible from the preliminary population totals as follows:

1—The past decade has witnessed a sharp decrease in the rate of the population growth, the smallest growth in history—7 per cent, less than one-half of the lowest rate of increase recorded in any previous decade and less than one-fifth of the highest rate of increase recorded in earlier decades.

2—There is a smaller proportion of young people and a larger proportion of aged people.

3—The greater relative percentage increase in population during this decade, as compared with increases of the preceding decades, has occurred in the Southern States, particularly in the South Atlantic States.

4—The Northern industrial States showed a rate of population increase considerably less than the national average. The Pacific Coast had the largest percentage increase in population of any of the major geographic divisions of the United States during the past decade, as in the preceding one. This is attributable, in large part, to the continued settlement and development of new territory, since these States contained the last of the well-watered lands to be occupied in Continental United States.

5—Large cities are now growing very slowly and some are even going backward. For instance, the average increase in population in the 92 cities of more than 100,000 was 4.5 per cent in the last 10 yrs., but it was 23.5 per cent in the previous 10 yrs., and 21.4 per cent in the decade ending in 1920. The character of large cities is changing. The automobile, the extension of public utilities, lower taxes, and better living conditions, have lured people outside of city corporate limits into the suburban peripheries. In other words, the cities have flattened out.

The increase in the average age of our people means a transformation of buying habits that the wise marketer cannot ignore. Adults don't buy red tricycles and an increasing conservatism in selection of goods generally accompanies increasing age brackets. The general conclusion is inevitable, therefore, that marketing goods to the public in the future must be more and more guided by marketing men and sales executives who understand these changing conditions.

The problem of unemployment and the use of idle savings caused by lack of attractive investment opportunities featured an address given by S. H. Slichter, of Harvard. His subject was "Economic Factors in the Long Run Business Outlook." Mr. Slichter pointed out that though some people believe that the unemployment problem can be solved only by the Government going into business on a large and steadily increasing scale, it was his opinion that this would not be necessary were the present tax laws changed so as to encourage new venture capital and new enterprises.

Rubber Buying

Harvey S. Firestone, Jr., vice-president of the Firestone Tire & Rubber Co., pointed out that the American standard of living has increased four-fold. Today, more than 66 per cent of the national income is disbursed in wages and salaries, as compared with only 38 per cent in 1850. In the United States, it takes only 60 hrs. of average wages to buy a radio as compared with 135 hrs. in Germany, and 333 hrs. in Italy. One hour's wages in the United States will buy 7½ lbs. of bread as compared with 2½ lbs. in Germany, 2¼ lbs. in Italy, and less than 2 lbs. in Russia. Fifty-nine per cent of American homes are equipped with running water; 89 per cent are wired for electrical current; 51 per cent have telephone service.

"We must rely entirely on foreign Nations for our annual requirements of 600,000 tons of rubber," stated Mr. Firestone. "At the present time, the rubber industry has on hand enough rubber to last for 4 mos. at the current rate of consumption, with another 3 mos. supply in transit. Stocks of tires, tubes and other rubber products now in the hands of manufacturers and

distributors are sufficient for 3 mos. more. Thus, our present stock of raw materials and finished products would last for 10 mos. Already, steps have been taken to extend this supply. Recently, our Government and the rubber industry jointly formed the Rubber Reserve Co. to buy and store 150,000 tons of raw rubber in 1940 and 180,000 tons in 1941. With this reserve stock in hand and added to present supplies, our country will have more than a full year's protection against any emergency which might occur."

British Purchasing

Sir Louis Beale, of the British Purchasing Commission, stated that orders so far placed in the United States during the first year of the war—including contracts taken over from the French—amount to approximately \$2,000,000,000. In July and August this year, American exports to the United Kingdom averaged \$115,000,000 per month. Both months reflect the effects of the Continental collapse, hence giving the first intimation to the trend of American foreign trade in the immediate future. At this rate, the annual total of American exports to Great Britain would reach during the second year of war (Sept. 1, 1940, to Aug. 31, 1941) some \$1,400,000,000. Such a figure would represent an increase of 80 per cent over that for the first year of war—which aggregated about \$785,000,000—and an increase of nearly 170 per cent over the year 1938.

"Losses to British shipping," continued Sir Louis, "were reported by the Minister of Shipping, at about 1,900,000 tons for the first year of the war. These losses were more than offset by building, purchase and seizure aggregating about 2,000,000 tons."

Sugar Quotas

Dr. John E. Dalton, executive secretary of the United States Cane Sugar Refiners' Assn., in his speech "Sugar and National Defense," emphasized the fact that the European blockade has increased the surplus supplies of sugar in the West Indies and that these supplies are more than sufficient to offset any loss that the United States might experience by having our Philippine sugar cut off by Japan. In addition, there is an idle producing capacity in the West Indies more than ample to fill any emergency demand. This capacity has been kept idle by the quotas of the International Sugar Agreement and the U. S. Sugar Act.

"Cuba," Dr. Dalton stated, "could nearly double her output of raw sugar without any substantial increase in price. And there is existing refining capacity in continental United States sufficient to put these expanded supplies of raw sugar into a finished form."

Dr. Dalton then drew attention to the fact that under the quota system, the continental beet industry is permitted to operate at 99 per cent of capacity, Louisiana and Florida at 94 per cent, Puerto Rico and Hawaii at 90 per cent, the Philippines at 65 per cent, and Cuba, the lowest, at 54 per cent. "It is to be noted," he continued, "that the highest-cost area, continental beet and cane, is allowed to have the fullest utilization of its capacity, whereas the lowest-cost area, Cuba, is restricted to the minimum rate of operation."

Governor Lloyd C. Stark of Missouri, who for a long time has been active in helping to break down the maze of State trade barrier laws that beset business, stated that considerable progress has been made towards this goal. He cited the action of the Oklahoma legislature which repealed its port-of-entry legislation. Texas also dropped a similar proposal and New Mexico, Arizona, Connecticut, New Hampshire, and Mississippi took steps to abolish certain trade barrier laws or proposals that stood in the way of business progress. He reported that as a result of Federal interest in the matter, accurate data upon which to base legislative action will be available to each of the 43 State legislatures which hold regular sessions in the Spring of 1941.

Eastman Urges Formation of Traffic Institute

THE 19th annual convention of the Associated Traffic Clubs of America, held at the Bellevue-Stratford Hotel, Philadelphia, Oct. 21-23, re-elected C. R. Musgrave president. Mr. Musgrave is vice-president of the Phillips Petroleum Co., Bartlesville, Okla. John B. Keeler, assistant general traffic manager of Koppers Co., Pittsburgh, Pa., was appointed to the board of directors to fill the vacancy due to conferring an honorary life membership to W. S. Guy, Jr., acting traffic manager of the U. S. Steel Co. Other new directors include G. F. Hichborn, general traffic manager of the U. S. Rubber Products, Inc., New York City; F. A. Bedford, assistant traffic manager of the U. S. Steel Co.; Ambrose Seitz, freight traffic manager, Union Pacific Railroad; and L. J. Brinkman, general freight agent, Michigan Central Railroad, Detroit.

It was decided to hold the Spring meeting in Jacksonville, Fla., May 5 to 7, at the George Washington Hotel. The Fall meeting will be held in Milwaukee, date of which will be decided in the future.

The convention was not as well attended as in recent years, but this was accounted for by the fact that at the present time, traffic work is requiring more work with little chance for many to get away from their desks. Registrations numbered around 600; nearly 70 traffic clubs were represented. The association has 106 traffic club members.

Eastman Urges Professionalization

From a point of interest, the outstanding happening at the convention was the statement of Joseph B. Eastman, I.C.C. chairman, that he was interested in the development of traffic manager professionalization. In that regard, he stated, "I sympathize with that idea. The distinction between a profession and a mere employment is not any too definite, but those who engage in a profession are by custom and tradition generally regarded as held to somewhat higher standards of ethics and public service. It will be helpful to all concerned, and particularly to the Commission, if the position of traffic counsellor for shippers or carriers can carry with it a breadth of view extending beyond the narrow interests of the immediate employer, and especially in the consideration of such questions as I have undertaken to discuss today. We need the help of the most experienced and wisest counsellors in determining these matters, and I know of no better place to look for such help than in your ranks, if you are willing to extend your vision, now and then, to embrace the public interest."

The association's traffic institute committee, appointed at the Tulsa convention for the purpose of studying the long-awaited action by this group on the formation of a professional organization, reported progress. It was stated at the convention that something definite would be done at the Spring convention in Jacksonville. In the meantime, Prof. G. Lloyd Wilson has been working hard to further the movement through talks at the various traffic clubs and through plans to start courses of education in traffic management. At the present time some 2,000 are enrolled in various traffic schools; courses are not only available at universities, but are being given in some high schools. In order to encourage those who are giving their time to studies of this kind, the Associated Traffic Clubs group is planning scholarship awards to those who are outstanding in this work. There is also a hope that in the future, through a process of education, business executives will more and more become cognizant of the higher standards needed for efficient trafficmen. At the present time, there are too many shipping clerks who have been given the title of traffic manager, but who in no way measure up to required standards, thereby hurting the standing of the profession as a whole.

The various traffic clubs are striving to improve

their educational programs and reported that considerable progress had been made through group discussions, forums, quiz programs, etc. The Metropolitan Traffic Assn. of New York City reported that attendance at meetings had been greatly increased by having some authority at each meeting interpret the I.C.C. decisions rendered during the month and handle questions on same from the members.

The first educational course established was in 1915, as a result of the cooperation of the Traffic Club of Cincinnati and the University of Cincinnati. Because of his work in that connection, the A.T.C. at its Philadelphia convention made an award of merit to W. E. Willey, traffic manager of Procter & Gamble.

Mr. Eastman warned the convention that the question of adjusting differences in freight rates between different sections of the country "has got into the realm of politics to an extent that is distinctly dangerous."

The Rate Questions

Out of the great number of traffic problems which might be discussed, Mr. Eastman confined his remarks to 2 which seemed to him to be in the forefront at present. One is what has come to be known as the problem of interterritorial freight rates; the other is the problem of competitive rates between different forms of transportation. "The latter is a very real problem," he stated, "and the former has, I believe, at least some elements of artificiality."

"This is a peculiarly appropriate audience for the discussion of the interterritorial rate question, because you come from all parts of the country. Unfortunately, it is a question which tends to arouse sectional antagonisms. The North or the East, as it is variously called, is the part of the country with the greatest density of population and the greatest development of manufacturing establishments. Of late, the idea has been fomented, and with sufficient success to arouse considerable bitterness, that for this state of affairs the railroad freight rate structure has a large measure of responsibility, and that if that structure were more fairly adjusted, the opportunity to locate manufacturing establishments in the South and also in the West would be materially increased.

"The freight rate structure, as you well know, is far from a perfect institution, and throughout its history the Commission has continually been discovering, or at least so it has thought, respects in which the structure should be improved. It may well be that there is a basis for the feeling with respect to the interterritorial rates, and the Commission has no other desire than to consider all such complaints with an open mind and, so far as the law permits, to weed out any inequities which may be found to exist. At the same time I think it is fair to say that much of the outcry comes from sources, some of them with a political coloration, which are not altogether well-informed in regard to freight rates, and that there are things which they overlook or obscure, but which should be kept in mind. Let me mention some of them.

"1—Railroad freight rates have been only one among many factors which have influenced density of population and the location of manufacturing plants. Among them, for example, are the length of time since settlement began, access to waterways and world trade routes, conditions of climate and terrain, the location of raw materials, supply of labor and particularly of skilled labor, access to markets, and early development of water power. Historically, freight rates have as much been influenced by the establishment of manufacturing as the reverse.

"2—The financial results of railroad operations are much the same in all sections of the country. How the average level of freight rates compares in the different sections it is, curiously enough, very difficult to say, because of the wide differences in types of traffic and average hauls. It is well known, however, that there are marked differences in the level of rates on partic-

ular commodities, dependent to a considerable extent on volume of movement and the relative importance of the commodity in each section. Comparing the South with the East, for example, the rates are higher in the South on some commodities but lower on others, and the same is true of the West. Manufacturers are affected by the inbound rates on their raw materials and supplies as well as by the outbound rates on their manufactured products. The complaints with respect to the interterritorial rates relate particularly to the latter. Little thought is apparently given to the fact that a favorable leveling down of the outbound rates might entail an unfavorable leveling up of the inbound rates.

"3—The complaints are supported principally by reference to the class rates, which happen to be considerably higher in the South and West, and also interterritorially, than in the East. Because of this lower level in the East, which seems to have been the product principally of early rate wars and the competition of the Erie Canal, the class rates of that section are used much more than the class rates of the other sections, moving a large volume of carload traffic which normally moves elsewhere on commodity rates. The interterritorial class rates between the East and the other sections have been used principally for movements from the East, particularly of l.c.l. shipments. The manufactured products of the other sections have moved into the East very largely on commodity rates.

"4—It is true that in recent years there has been a tendency to base interterritorial commodity rates on percentages of the class rates, so-called "column rates," and probably this tendency has been one of the major reasons for alarm. However, these interterritorial percentages have usually been made lower than corresponding percentages within the East, and the attitude of the Southern and Western lines with respect to the divisions of these joint interterritorial rates must not be overlooked. They have insisted, consistently and persistently, that they must have relatively higher divisions than the Eastern lines, because of their less-favorable transportation conditions, and the Commission has sustained their contentions in this respect. This insistence upon disproportionate divisions has naturally been a great stumbling block to the establishment of rates from the South or the West to the East upon the same relative level as within the East. It is something to which those who cry out against the interterritorial rates have given far too little attention.

"5—Whatever may be the merits of the controversy over the interterritorial rates, the fact is that in recent years there has been a continually increasing tendency towards the spreading of manufacturing plants throughout the country, as those who live in New England, for example, have ample reason to know. The South has particularly been a gainer in this respect, as the statistics clearly demonstrate."

Inconsistencies

Mr. Eastman then pointed out that it is quite possible in this day and age, especially in view of the truck competition, to eliminate many of the apparent inconsistencies in the class rates which have provided so much of the fuel for the flames of this interterritorial rate controversy. "We have a class rate investigation under way," he continued, "in which this question can be thoroughly developed, and of course I express no opinion as to what should be the final conclusion. I do most earnestly hope, however, that the traffic men of the country who are well-informed in regard to freight rates, will do their best to take and keep this controversy out of the realm of politics."

The competitive rate problem was next covered by Mr. Eastman. He stated: "The extent to which competition between carriers of the same or different types has become the predominant factor in transportation is now so commonplace an observation that I need no more than mention it, and in this competition, as you also know well, private as well as public carriage is a very important element. It is not too much to say that the

principal duty of the Commission has now become, not the regulation of monopoly, but the regulation of competition, and all the recent statutes for the regulation of transportation have had that end in view.

"This might seem the heyday for the shipper, and there are many, I imagine, who so regard it. Yet I think that those who are wiser, recognize what the records show was clearly recognized when the Commission was established more than 50 yrs. ago in a period of cutthroat competition between the railroads, that stability of rates, known and adhered to, is greatly to be desired in the interests of commerce and industry, and also rates which will permit transportation service to be well and efficiently rendered with a reasonable degree of prosperity to those who render it. And the shippers who are small are also greatly concerned that competition shall not operate, as history shows that it is very likely to do, to the undue advantage of those who are large.

"The task of regulating competition effectively and wisely is, in my judgment, much more difficult and dangerous than the task of regulating monopoly. Justice between competing carriers as well as justice between carriers and shippers is essential, and great care must also be taken not to deprive the country of the real benefits of the enterprise and initiative which competition most certainly stimulates. There are some thoughtful men who think that no regulation of competition, except for the protection of the public safety, can be successfully administered. I do not share that opinion, but I do think that we are still in what may be termed the laboratory stage of such regulation and that considerable experience will be necessary to determine what policies are wisest.

"It is of interest to observe the tendencies of the carriers. The motor truck, by and large, has an advantage in service over the railroad, because of its flexibility, convenience, and speed of operation. On that account, the prevailing tendency of the trucks is to follow the railroad rates and charge no less and sometimes more, unless some other competition, from water carriers or from contract or private truck operators, is the controlling factor. There are conditions within their own ranks, however, which make it difficult always to follow this tendency. Some motor carriers haul only truckloads, and at times only between large centers, in contrast with those who undertake to provide a general service like the railroads. There are other motor carriers who find it difficult to get business on the basis of service, and resort to rate cutting to fill their trucks. Because of the competition from those sources and the dangerous downward spiral of rates which it promotes or threatens to promote, there is a further tendency in the motor carrier industry, very clearly evidenced, to seek orders from the Commission fixing minimum rates, which, when established, become maximum rates.

"Unlike the trucks, the railroads seldom ask that we fix minimum rates for themselves, but they are very active in protesting reductions in truck rates on the ground that they go below minimum reasonable levels, and in some instances they have sought minimum rates for the trucks made differentially higher than the competitive rail rates.

"It seems clear that in regulating this competitive rate situation, the Commission most certainly ought to prevent any carrier from hauling traffic at an out-of-pocket loss. This is a danger which is most likely to arise in the case of the railroads, because their operations are so extensive that such a loss can be sustained on a minor portion of their business without the same financial peril as a carrier with much less extensive operations would incur. The rates on l.c.l. traffic particularly require close examination in this connection.

"It is clear," he concluded, "that cost finding will become an increasingly important part of our duties, and that we must enlarge our equipment for that function and be prepared to perform it with more certainty and expedition."

(For other meetings, see page 44)

Too Much HURRY is Folly

SECOND of two articles
on Accident Prevention

By C. W. PRICE

Formerly General Manager,
National Safety Council

THE statistics indicate that of all accidents in the United States which resulted in death or serious injury, over 80 per cent were due to the following faults of the drivers:—

Speeding.
Driving on the wrong side of the road.
Stealing right of way.
Driving off the road.
Reckless driving.

If we knew all of the facts, we would find that foolish and unnecessary hurry was the real cause of the majority of these accidents.

Here is a most striking fact. All but 3 per cent of these drivers were experienced drivers. Why did these drivers hurry? To save time, they

said. How much time did they save? One minute, 3 minutes, in many cases only a few seconds. Absolutely nothing in it, all loss, no gain.

In Chicago the following test was made:—

Two drivers were told to drive to a town 20 miles away. One was told to observe all of the rules of safe driving, while the other was instructed to disregard all rules of traffic safety and to get to his destination as soon as possible. The reckless driver arrived only three minutes ahead of the safe driver, proving that it is foolish and unnecessary to indulge in hurry.

Here are two accidents which illustrate the danger of hurry:—

A driver, late for dinner, while rounding a sharp curve at high speed swung to the center of the road when suddenly he saw ahead an approaching car traveling at

high speed. It was impossible for either driver to dodge the other. In the collision both drivers were killed and the two cars were wrecked.

Second accident:— A driver of a sand truck started to back around a corner without looking to make sure the way was clear. He backed into two little children who were playing on a sand pile. Both children died from the injuries. If the driver had taken a few seconds to look and keep looking, the children would have been saved. That driver was guilty not only of foolish but criminal hurry.

Here is a most convincing testimony:— Two years ago a convention was held in New York City attended by one delegate from each state, who had won a contest for having driven the longest period of time without even a slight accident. The testimony of each one of these men was to the effect that one of the indispensable rules to follow is to cut out hurry and take time to make sure of safety.



It will pay you to read Mr. Price's first article. This appeared in the October issue.

Grit } Indispensable
Backbone } To Keep
Determination } Alive And Alert
To Meet The Sudden Hazards

A Child Doesn't Know
What He'll Do The Next Second
And You Won't Know
Count On Him Doing The Unexpected

You Have Limited 1/2 Your Chances
Of A Fatal Accident
When You Cut Out
Foolish And Unnecessary Hurry

Blackboard bulletins play an important part in preventing accidents.

When You Turn Out To Pass
Remember
That Approaching Cars May
Reach You In 3 Seconds



LETTERS TO THE EDITOR

A General View of Trucking's Importance

THE trucking industry is a vital part of transportation. It is going through a process of adjustment in an effort to compete with other forms of transportation while complying with the requirements of the Interstate Commerce Act, and the laws of the various States.

One of the advantages of trucking services is that it picks up shipments in truck load lots, and delivers them to the consignee's door without the necessity of trucking to a specific railroad yard for movement in a particular train, to a specific rail yard as near to the consignee's place of business as possible. For short movements, such as between New York and Philadelphia, there is a considerable saving in time when the direct movement by truck is used, and the expense of trucking to and from the rail yards is avoided. There is sufficient volume of tonnage moving between New York and Philadelphia to provide paying loads in both directions. It is a forceful illustration of the advantages of trucking for reasonable distances.

On the other hand, in the general run of long haul business, there are a large number of empty cars to be moved to balance the movement in the opposite direction, and also to take care of the peak movement of various commodities in certain seasons of the year, which would be a more serious matter to trucking than it is to the rail carriers.

In the days before trucking operations were regulated, there were many cases where truckmen went to the extreme to secure a "return load," and such practices no doubt played a part in bringing on the regulation that now exists.

The trucking industry is highly competitive within its own ranks, because it requires a comparatively small amount of capital to embark in that field. The requirement of a certificate of convenience and necessity under the present law, of filing tariffs and of living up to the various requirements of the Act, should gradually iron out the somewhat over-crowded industry.

The contract carrier is another form of competition which takes business from the general run of over-the-road trucking companies by handling the shipments of the larger shippers. This type, too, has its limitations in the matter of the "return load," and that naturally has an important influence on the contract rates that can be quoted.

Truck Competition

The large number of rail rates made "to meet motor truck competition" is an evidence of the increasing effect the trucking companies have on rail tonnage. Efforts to consolidate a number of trucking companies into one large system are endeavors to build up a trucking system to handle long distance shipments; to give a service that will be comparable with that of the railroads, and to build up confidence in the minds of the shipping public. The rail carriers have that confidence because they are a national system, and the safety and dependability of their services have been established as one of their strongest assets in the solicitation of tonnage.

Transportation authorities who are not settled in their convictions, and who can see the general picture

from the standpoint of the needs of localities and of the entire country, recognize that there is a definite need for all types of transportation. The "super-highway," which will require a toll charge of trucking, will enable trucking companies to provide better trucking services, but which will be based upon a proper return on the costs of such improvements—a basis that no one can complain of.

Transportation Control Needed

The rail carriers frequently make the claim that the railroads pay a large amount in taxes which is used to help their trucking competitors, and that trucking does not pay its proper share in such matters. There are arguments on both sides of such questions.

Some of the theoretical methods of solving these questions can be easily detailed. They will be given in an effort to "shoot often" in the hope of hitting the bullseye, rather than in the thought of using expert ability to solve problems which are almost national in their scope.

1—There is need of the control of transportation facilities to prevent an unreasonable excess of them, to the detriment of the entire system.

2—The relationship of rail, trucking and water rates should be defined, and in defining such relationship, all of the factors mentioned herein should be considered.

3—An improvement is needed in rail and trucking equipment that will permit of coordination to bring about "store door pick-up and delivery services" at a minimum of time and expense.

4—It should be recognized that at present, the truck is the logical means of transportation for the shorter distances for most commodities, when moved in truck load lots.

5—The relationship of rates cannot be properly obtained unless the terminal costs at each end of the line haul be determined and added to the charge for the line haul. This would not mean that the measure of the line-haul charges would be the same regardless of the distance, because it is well-known that the costs per mile for the line-haul movement decrease in proportion to the distance up to a reasonable level, and that this is more true of the rail movement than it is to the trucking operation.

6—Regulation too frequently results in deciding "what not to do" and in condemning the things "done and left undone." Constructive regulation should be educational in that it should point the way to solutions which, too frequently, are reached only through the school of hard knocks.

7—It stands to reason that, if there were ways to balance the movement of traffic in a reasonable manner—if the services furnished had a proper relationship to the revenues to be obtained, it would be advantageous to shippers and to carriers alike. It pays to do business with successful concerns. They can keep in the vanguard of progressive advancement.

Going back to Item No. 3, a question on the construction of rail freight cars will at least start consideration of coordination ideas so that the needs of the future may be visualized. Each type of freight car should be considered, but the box car is the one that will be used for this illustration. What changes have been made in box car equipment to facilitate the transfer of shipments to and from cars and highway vehicles since trucking became one of the major methods of the transportation field?

The box car has been greatly improved by the greater use of steel, and by the lowering of the running gear so that the platform height above the rail is lower. It gives greater cubical carrying capacity and creates a needed standard for platform height. This does improve the transfer between highway vehicles and box cars to some extent, of course.

Truckmen handling heavy shipments to or from box cars know the expense and difficulty due to moving such packages through the doorway in the center of the car,

(Continued on page 76)

Personnel

James F. Keenan, president of the Haugh & Keenan Storage & Transfer Co., Pittsburgh, Pa., a member of the Golden Jubilee Committee of the A.W.A. and a former president of that organization, is fast recovering from an attack of pneumonia, which has kept him in a hospital for a month.

W. B. Grace has become manager of the Dayton office of the Hauselman Transportation Co., Middletown, Ohio. He was formerly associated with the Leonard Warehouses, Buffalo, N. Y.

L. J. Gumpert, for the past 15 yrs. director of sales of B. T. Babbitt, Inc., maker of Bab-O and allied products, has been elected a director of the company. He is also a director of the Champion Chemical Works, Albany, N. Y., secretary and director of the Holly Products Co., Vernon, Cal.

J. W. Gosselin has become transportation manager of the Chamber of Commerce, Portland, Me. He was formerly general traffic manager of the Ames Baldwin Wyoming Co., Parkersburg, W. Va. and Easton, Mass.

Allen Dean, Chamber of Commerce, Detroit; H. A. Holloper, traffic director of the Indianapolis Chamber of Commerce; and R. A. Ellison, traffic commissioner of the Cincinnati Chamber of Commerce, are on a committee recently appointed to combat the proposed Federal examination of class rates and classification of the Central Freight Assn.—Kline.

G. W. Bruton, for 8 yrs. assistant to W. J. Marshall, traffic manager of the College Inn Food Products Co., Chicago, has taken over Mr. Marshall's work since the latter became Western representative of the American Chain of Warehouses, Inc., Chicago.

R. D. Burns has been appointed traffic manager, Refined Syrups Sales Corp., Yonkers, N. Y.

J. W. Lee, formerly with the Frisco Lines, has been appointed traffic manager, Phelps Dodge Corp. and affiliated companies, with headquarters at 40 Wall St., New York City.

F. J. Rabyor has become traffic manager of the Texas Star Flour Mills, Galveston, Texas, succeeding J. B. Leydendecker who has joined the sales department of the Acme Flour Mills Co., Oklahoma City, Okla. Mr. Rabyor was formerly with the Kimbell-Diamond Milling Co., Fort Worth, Texas.—Kline.

George J. Whelan, formerly president of Kelley Island Lime & Transport Co., Cleveland, has been named chairman of the board, and Ralph L. Dickey, formerly manager of the industrial sales division of United States Gypsum Co., Chicago, has been named president of the Kelley Island firm. Mr. Whelan, whose service with the company covers more than 35 yrs., continues as a member of the executive committee. The company maintains docks at Sandusky, Ashtabula, Fairport, and Lorain, Ohio; Buffalo, N. Y., and Erie, Pa. It controls the Lakeside and Marblehead Railroad.—Kline.

W. H. Spink has become traffic manager of the Phillips Pump and Tank Co., Cincinnati, Ohio.

Ernest V. D. Sullivan and Horace W. Wilson have become president and executive vice-president, respectively, of the Quaker City Cold Storage Co., Philadelphia. Edward T. Davis, Jr., is secretary and treasurer.

J. M. Lomax has purchased a substantial interest in the Grimmer Storage & Truck Line, Spokane, Wash.,

and has become its president and general manager. Miss M. E. Grimmer, former manager, has become secretary and treasurer; W. T. Grimmer is vice-president.—Haskell.

T. B. Daniels has become manager of the Chicago warehouse of the Jones & Laughlin Steel Corp., succeeding M. A. Blessing, deceased.—Slawson.

C. H. Schniglaui has become assistant traffic manager of the Western district for United States Steel subsidiaries with headquarters at the corporation's Chicago offices. He has been with the company since 1901, when he entered the traffic department of the American Bridge Co.—Slawson.

Lloyd B. Hughes, assistant general traffic manager, Montgomery Ward & Co., Oakland, Cal., has been appointed to the board of directors of the Oakland Foreign Trade and Harbor Club to fill out the unexpired term of R. T. Tetreault, district freight agent of the Railway Express Co., who has been transferred to the company's offices in Turlock, Cal.—Burns.

E. J. Eldridge, formerly traffic manager of the Truscon Steel Co., Youngstown, Ohio, and now general traffic manager of the Certainseed Products Corp., New York City, was honored recently at a testimonial dinner given him by the traffic fraternity at the Southern Hills Country Club. C. P. Fairbanks, who succeeded Mr. Eldridge as traffic manager at Truscon, was also honored at the dinner. C. F. McBride, general traffic manager of the Pittsburgh Steel Co., was toastmaster.—Kline.

C. L. Saurbaugh, retiring secretary of the Fort Wayne (Ind.) Transportation Club, has been presented with a life membership, in recognition of his 13 yrs. of service to the club. Ludwig Belbutoski, assistant traffic manager of the Wayne Pump Co., has replaced Mr. Saurbaugh.—Kline.

E. W. Dopp has become general traffic manager of All-States Freight, Inc., Akron, Ohio. Mr. Dopp spent 9 yrs. with leading railroad bureaus dealing in tariff and traffic problems before carrying on the same work with motor transportation bureaus.—Kline.

F. T. Macrae, Jr., has become executive vice-president of the White Motor Co., Cleveland. This is a newly created office in the White organization. For the past 5 yrs., Mr. Macrae has been vice-president in charge of production. Mr. Macrae, formerly president of the Day-Elder Truck Co., Irvington, N. J., came to White in 1935 and is credited with having been largely responsible for the modernization of production equipment and manufacturing methods.

Miss Helen Howison

MISS HELEN HOWISON, assistant treasurer of the Security Storage Co., Washington, D. C., for more than 25 yrs., died Oct. 9 at the Garfield Hospital after an illness of more than one year. Her ability as well as her charming personality and lovely voice have been known to many warehousemen who have heard her sing at meetings in Washington. Miss Howison is survived by her mother, a sister and brother.

Jesse Eugene Sheldon

JESSE EUGENE SHELDON, 70, treasurer, Sheldon Transfer & Storage Co., died Sept. 23 in Holyoke, Mass. Besides his transportation activities, he also was a former municipal official in Holyoke.

The Sheldon Transfer does the pickup and delivery service for the Boston & Maine RR. in the Holyoke area.

(Concluded on page 78)

WATERWAYS AND TERMINALS

Authority Issues New Harbor Maps

A new issue of New York Harbor terminal maps to assist shippers in making use of the Port of New York has been released by the Port of New York Authority and 7 cooperating railroad, steamship, terminal and freight forwarding companies.

These maps, which are reproduced in 4 colors, show the locations of the important railroad, steamship, highway and air transportation terminals and facilities. The maps are 17 by 22 in., a convenient size for desk or wall use. Distribution will be made by the cooperating transportation companies direct to shippers. Copies in limited quantity will be available from the Port Authority on request.

The issuance of this map is another step in the Port Trade Advisory Board program initiated early in the year by the Port Authority to facilitate the use of the port and to dispel unfounded rumors of congestion and delay.

For several months, a periodic bulletin has been issued, covering terminal conditions, traffic trends and changes in shipping services. This has been widely reported and circulated among the shipping public in the interior, with favorable results. The most recent bulletin points out that export tonnage delivered by the railroads to shipside is 127 per cent higher than last year. This has been handled without any delay or congestion.

The railroad terminals have capacity for 2½ times the traffic now on hand. Latest figures from the Warehousemen's Assn. of the Port of New York show occupancy at 76 per cent. In spite of the war, the total number of steamship clearances in foreign trade from the port is only off 10 per cent from a year ago, but with marked increases in sailings to South America.

New Barge Line Authorized

Incorporation of the Neville Transportation Co., to conduct a shipping business on the Allegheny, Monongahela and Ohio Rivers, was approved by the Public Utility Commission in Harrisburg, Pa.

The company's application for a common carrier permit—"virtually the first," the Commission said, seeking to operate an intrastate water transportation service—had been protested by several railroads and unions of railroad workers.

Capitalized at \$225,000, the company proposes to start operations about Nov. 15. The Pittsburgh Coke and Iron Co., for which the incorporators acted, will own all of the 2,250 shares of capital stock, except the directors' 225 qualifying shares.

It is proposed to issue 2,025 shares of stock held in reserve to J. H. Hillman, Jr., in exchange for title to 29 steel barges. Mr. Hillman will transfer the stock to the Pittsburgh Coke & Iron Co.

More Blackstrap Barges Feared by Railroads

Application for 4th-section authority to compete with the 17½-cent rate on blackstrap molasses recently established from New Orleans, Gulfport, Miss., and Mobile, Ala., to Peoria and Pekin, Ill., has been filed with the Interstate Commerce Commission on behalf of the Illinois Central, Alton, Burlington, Chicago and Illinois Midland, the Gulf, Mobile and Ohio and other railroads. The roads seek authority to maintain the

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17½-cent rate for tank carloads from Angola, Gramercy and Reserve, La., and points along the L. and A. and Y. and M.V. Lines to Peoria and Pekin. The present rate is 33 cents.

According to petitioners, blackstrap manufacturers at origins compete with dealers and importers at New Orleans, and on the present differential of 15½ cents are eliminated from the Peoria and Pekin markets by

(Continued on page 65)

FROM The Capital

Senate Freight Forwarder Action Not Expected

House members, with minds fixed more on the political campaign than the legislative calendar before them, passed the "freight forwarder bill" and sent it to the Senate where, it was freely predicted, it would not be taken up for concurrence.

The action came early in October. Even then, the upper House of Congress was whittling down the list of "must" bills to make it possible for members to race back to their districts and get in their political licks before the national election.

The prospect is final adjournment without action on the measure, a turn of events which would require sponsors to begin anew next January and run the full routine of committee action and report, calendaring and vote.

The bill proposes to place freight forwarding within the statutory definition of "common carrier." That would include "freight forwarders, who are hereby defined to be all persons, except carriers otherwise subject to this act, who in the performance or discharge of an undertaking as a common carrier to transport property, or any class or classes thereof, for the general public in interstate or foreign commerce for compensation, utilize or employ the instrumentalities or services of another common carrier by railroad, water, motor vehicle, or express, or any combination thereof."

The bill does not extend to freight forwarders the right to make joint rates with common carriers. Forwarding by carriers covered under the original Act would be governed by the following section:

"(Provided) that any common carrier subject to this Act, without making applications for or obtaining a certificate, may either directly or by means of a subsidiary corporation or other agency, engage in and conduct forwarding operations subject as to such operations to the same provisions of this act as respectively apply to freight forwarders."

The new act would become effective 30 days after it received Presidential signature, except as to rates, charges, classifications,

regulations, and practices contained in tariffs voluntarily filed prior to that date. As to those exceptions, the law would become immediately effective.

The bill is in the nature of a stop-gap. When the Motor Carrier Act was adopted, many forwarders entered into joint or combination rates with the railroads and other carriers. The question came before the Interstate Commerce Commission whether they actually were common carriers and had the right to enter into such rate agreements. The Commission held that they did not have the right. The Supreme Court of the United States concurred in that holding, and the purpose of the pending bill is to retain the status quo until Aug. 1, 1941. By that time, it was reasoned, well-considered legislation compromising the clashing viewpoints on Capitol Hill and in the industry will have been enacted.—Butler.

Survey on Storage by Navy

The extent to which the Navy Department must avail itself of commercial storage facilities is being surveyed by a special board set up by Secretary Frank Knox under the chairmanship of Rear Admiral John W. Greenslade.

The study will embrace a review of existing land establishments of the United States Navy in point of warehousing, production capacity for material, and research facilities.

When a final report is filed, it will set up in parallel column a

graphic picture of service establishments and available commercial warehouses in proximity thereto. Other data will be supplied on similar tables.

The study now in progress is somewhat similar to one made several years ago by a special board headed by Rear Admiral Arthur J. Hepburn. That report was submitted to Congress and the development of shore facilities has been governed largely by the Hepburn Board findings, in the interim.

"This new survey," said the Department, "is predicated upon the long based axiom that the military effectiveness of Naval forces is vitally dependent upon the adequacy of the supporting shore facilities, and, with the recent legislation authorizing and appropriating for the expansion of the fleet, this must be paralleled by corresponding increases in the supporting shore establishment."

"To make this shore expansion in an intelligent and orderly manner, the Secretary of the Navy has directed that this board shall survey as soon as practicable and give consideration to the changed conditions that have arisen since the Hepburn Board's report, among which are included:

- "(a) The acquisition of certain areas from Great Britain for use as U. S. Naval bases.
- "(b) The present international situation.
- "(c) The great increase in the authorized strength of the U. S. Navy and its air force.
- "(d) The development to date and the trend of modern warfare.
- "(e) The liaison and coordination of private industry in shipbuilding and ship repair work."—Butler.

National Defense Lags in Use of Trucks

Calling attention to "numerous instances where the prevailing transportation policy of the Government is hampering the national defense program," American Trucking Associations, Inc., has recommended "speeding up the present defense preparations by making full use of existing transportation facilities."

At the same time the trucking association announced completion of plans to launch a proposed "American Trucking Emergency Corporation" to tie in truck transport with actual defense of the country whenever such emergency arises.

The statement followed action by the executive committee, in a meeting at Washington, D. C., instructing A.T.A. officials to bring to the attention of both the War Department and the National Advisory Defense Commission a provision of the new transportation law which

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clears the way for use of "those transportation facilities best suited to hasten the great task of rearmament for defense."

Under the new law, it was pointed out, the Government is not required to obtain bids from any common carrier in the movement of Federal traffic. This makes it possible to route shipments by truck immediately, if highway transportation is found to be the most direct and quickest means of moving rearmament supplies or materials.

"Under customary procedure," the statement added, "War Department routing instructions usually specify rail delivery, materials being contracted for f.o.b., the manufacturing plant. This procedure is being followed mainly because of an interpretation of Government traffic regulations requiring bids when shipping by truck."

"A provision in the new transportation law is that Section 3709, U.S. Revised Statutes, shall not be construed as requiring bids from any common carrier subject to the Motor Carrier Act in movement of Government traffic. This means that the Government can now speed up national defense shipments by truck, as it has been doing by rail, through eliminating delays caused by receiving bids. It also permits elimination of traffic 'bottlenecks' caused by rail routings, where use of trucks will save valuable time in shipping rearmament materials."

Cases of serious delays in shipments of materials needed for production of defense articles, because of inability to use truck transport, were pointed out.

"The important task of rearming for national defense in the present emergency makes it imperative that such inexcusable delays in delivery of such shipments be eliminated," they said.

The purpose of the proposed "American Trucking Emergency Corporation" is to insure maximum benefit from organized truck transport by coordinating its services with all other agencies in actual defense operations, John V. Lawrence, general manager of the association, said.

"This emergency organization would segregate its activities from those of a general nature being carried on by the national association," he said. "Immediate use would be made of the A.T.A. organization, augmented by experts in traffic problems from leading truck companies over the country. An important auxiliary would be the 51 State associations, with contact offices at strategic points in each of the 9 corps areas."

The plan calls for development of a fluctuating pool of truck equipment, ready for immediate use in handling defense supplies or ma-

terials, and allocated so as to permit functioning of all truck lines in serving the public. Other sources of surplus equipment would be called upon, where possible, to insure immediate compliance with all needs for moving defense materials.

Work of routing and dispatching equipment would be in the hands of experts in each of the Army Corps Area contact offices. Provisions also have been made, in co-operation with the Automobile Manufacturers Assn., to insure that ample servicing facilities would be available in any area to which trucks might be transferred. The entire set-up would be such as to facilitate the movement of any materials needed by the Government or its armed forces with utmost speed, over the most direct route and with the least possible disruption of normal highway transport services.

The emergency corporation would be a non-profit, non-stock organization, incorporated under the laws of the District of Columbia.—*Manning.*

I.C.C. Grants Exemptions to Private Trucks

Private motor truck operations of department stores, newspapers and many other businesses serving retailers and consumers have been granted important "exemptions" from ICC "Safety" regulations which became effective Oct. 15, 1940, as the result of a petition recently filed with the Commission by the National Council of Private Motor Truck Owners, Inc. Prominent among these are the requirements, heretofore applying only to common and contract carriers "for hire," such as highway freight haulers, moving van operators, etc., that drivers of such vehicles keep a daily "driver's log" accounting for all intervals of 10 minutes or more in each 24 hours during which the driver is driving, loading, eating, sleeping, etc.

Characterizing the driver's daily log as "extremely impracticable, needlessly complicated and inappropriate," when prescribed as "safety regulation"—particularly

when applied to driver-salesmen, local delivery vehicles, work trucks and the like—the Council stressed the need for relief from such requirements, particularly within municipalities, where stops are frequent; and in commercial zones surrounding such municipalities.

Other exemptions obtained by the Council, which represents the ownership of more than 1,500,000 private trucks in agriculture and industry, relieve private truck operators from compliance with the requirements of the Commission with respect to the equipment of trucks with side marker lights, flares, fuses, fire extinguishers, etc., within municipalities and surrounding commercial zones—and from other parts of the I.C.C. motor carrier safety regulations which were originally prescribed to regulate "for hire" carriers of persons and property.

The regulations, applying to private truck operations, contain the following major provisions:

1—Commercial vehicles operated by private truck owners must comply (except in municipalities and "commercial zones") with the requirements of the I.C.C. motor carrier safety regulations with respect to lighting devices and reflectors, brakes, safety glass, miscellaneous parts and accessories, etc.

2—Drivers of private trucks, including owner-drivers, must be not less than 21 yrs. of age (not less than 18 yrs., if driving farm trucks); be experienced in driving some type of motor vehicle for not less than one year; have a knowledge of the rules and regulations for drivers issued by the I.C.C.; have no impairment of physical condition, such as loss of limbs; must have adequate eyesight and hearing; must not be addicted to the use of narcotics; and, if hired after Oct. 15, 1940, must furnish doctor's certificate.

Drivers must not be required to be on duty more than 60 hrs. in any week of 168 consecutive hours, nor to drive more than 10 hrs. in any period of 24 hrs. (Driver-salesmen, who devote more than 50 per cent of their time to selling, may be required to work an unlimited number of hours within any "work week," but they may not drive, including unloading, loading, etc., more than 50 hrs. in any "work week." The same exemption applies to drivers of farm vehicles.)

The I.C.C. motor carrier safety regulations apply to all privately-owned trucks operated "in interstate commerce." It is not necessary for a vehicle to cross a State line in order to be in "interstate commerce." The character of the work in which the truck is employed, determines its status in this respect.

The I.C.C. safety regulations which will affect more than 3,500,000 privately-owned motor vehicles in the United States (when operated in interstate commerce) have been prescribed by the Commission under authority contained in the Motor Carrier Act of 1935.

The Commission, in 1938, moved under this authority to establish the need for and take jurisdiction over the operation of "private carriers of property," by instituting
(Concluded on page 33)

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New Products

ZONED SOAP CO., 2404 Brooklyn Ave., Fort Wayne, Ind., organized to manufacture powdered soap and distribute nationally through retail grocers. This soap is said to represent an innovation in that it is compounded so as to meet water conditions in each locality. H. F. Fry is president of the company. Other cleaning products will also be made.—*Kline*.

Halibut canning has been introduced in Seattle, Wash., by the Pacific-Aleutian Packing Co. A plant is being built at Lake Union, Seattle, to pack by a new method discovered by E. M. Borg, Alaskan cannery. The plant will pack about 500 cases of "Ocean Pearl" halibut a day. A warehouse at 2700 Westlake Ave., No. Seattle, is being converted for use of the company which will be managed by O. V. Kolb. The president of the company is Antone Gritsch.—*Litteljohn*.

National Cash Register Co. will add another floor to its 5-story building at 323 North Michigan Ave., Chicago. The urgent need for more space, officials explained, is caused by a general expansion in business and a sharp increase in demand for accounting and bookkeeping machines. Chicago business was up 38 per cent for the first 6 mos. of 1940 over the first half of 1939 and the corporation's June volume at large was the greatest in the company's history.—*Slawson*.

M. R. Nelson & Co., McAllen, Texas, has been awarded a contract to convert the peel of grapefruit into metallic pectinate after the fruit has been processed for its juice. The pectin extracted from the peel is used for this process. A \$500,000 plant will be built and will be owned and operated by Rio Grande Valley By-Products Co.

P. J. Ritter Co., Bridgeton, N. J., has placed on the market a catsup and chili sauce packaged in "fish bowl" bottles with wide open mouths. The bowls contain 12 oz. and may be used upon the table without clash with attractive china or napery, since they bear no labels.

American Pop Corn Co., Sioux City, Iowa, plans an extensive sales promotion program for 1940 and 1941.

Scott Paper Co. has purchased the Anacortes Pulp Mill, Anacortes, Wash.

Campbell Soup Co., Camden, N. J., plans building a 5-story addition to its Chicago plant.

Life Savers, Inc., Port Chester, N. Y., has more than 10,000,000 lbs. of sugar stored in its factory and warehouse in anticipation of rising sugar prices. This represents about 1 yr.'s supply. At one time sugar supplies were sufficient for only a few weeks' requirements.

Illinois Meat Co., Chicago, is erecting a \$75,000 addition for the storage of canned meat products.—*Slawson*.

Cleanser Products, Inc., Chicago maker of steel wool is in a new plant at 7012 W. 66th Place.—*Slawson*.

Waxide Paper Co., 1525 South Newstead St., St. Louis, waxed and other processed papers, will ask bids soon on general contract for one-story addition. Cost about \$50,000.

Eaton Mfg. Co., 739 E. 140th St., Cleveland, automotive products, has approved plans for one-story addition, about 40,000 sq.ft. floorspace, for expansion in motor truck axle-manufacturing division. Cost close to \$150,000.

Republic Aviation Corp., Farmingdale, N. Y., pursuit planes and other military aircraft, plans one-story additions, close to 1,000,000 sq.ft. floorspace, for expansion in parts production, assembling and testing divisions. Work will begin soon. Cost about \$9,000,000 with machinery.

Celanese Corp. of America, Inc., 180 Madison Ave., New York, cellulose rayon products, has arranged for bond issue of \$25,000,000 for expansion and improvements in mills at Amcelle, near Cumberland, Md., and Pearisburg, Va., including considerable new machinery.

Sperry Corp., 40 Flatbush Ave. Extension, Brooklyn, N. Y., manufacturer of gyroscopes and other scientific instruments and parts, has work under way on expansion and improvements, and has leased additional space in industrial buildings. Estimated expenditure is \$3,500,000.

Solvay Process Co., Solvay Station, Syracuse, N. Y., plans expansion and modernization in plant at Hopewell, Va., including additional equipment for increased production of sodium nitrate and other specialties. Cost over \$250,000 with machinery.

New London Terminal Co., New London, Conn., plans new bulk oil storage and distributing terminal on waterfront, extending from Eastern Point Road to harbor district. It will include piers, docks, several one-story buildings, five 80,000-gal. steel tanks, pumping station, boilerhouse and other structures. Cost over \$250,000 with equipment.

Fairbanks, Morse & Co., 600 So. Michigan Ave., Chicago, Diesel engines and parts, electric motors and allied equipment, will take bids soon on general contract for one-story addition at branch plant at Beloit, Wis., for production of brass, bronze and other nonferrous castings.

Puget Sound Pulp & Timber Co., Bellingham, Wash., plans addition to sulphite pulp mill for capacity of 50,000 tons per annum. Cost close to \$1,500,000 with machinery.

Monsanto Chemical Co., Springfield, Mass., industrial chemicals, etc., has let general contract for 4-story and basement addition to plastic materials manufacturing plant at Indian Orchard, Mass. Cost over \$200,000 with equipment. Main offices are at St. Louis.

Johnston Fruit Co., Quinientos St., Santa Barbara, Cal., has approved plans for new one-story packing plant. Cost over \$100,000 with conveying, loading and other mechanical-handling equipment.

(Continued on page 81)

Factories ON THE MOVE

AERICAN STOCK GEAR CO., Chicago, expects to move Jan. 1, 1941, into a new plant now under construction at 6665 W. 65th St., Chicago.—*Slawson.*

Broden Construction Co., 11730 Harvard Ave., Cleveland, steel rolling machinery, wire-drawing equipment, etc., has acquired former plant of Euclid Foundry Co., Lakeland Blvd., Euclid, Ohio, about 20,000 sq.ft. floor-space, and will remodel for plant. Present works will be removed to new location and additional equipment installed for increased capacity. Cost over \$65,000 with equipment.

Jacob Ruppert, 1639 Third Avenue, New York, brewer, will take bids soon on general contract for one-story storage and distributing plant at Hamden, Conn., with service and garage facilities. Cost over \$50,000 with equipment.

Singer Engineering Co., 242 Mott St., New York, tools, dies, etc., for aeronautical industry, has purchased one-story building at 35-37 Ellis Ave., Irvington, N. J., for plant.

Jacobs Mfg. Co., 2074 Park St., Hartford, Conn., drill chucks, tools, etc., has let general contract for new one and 2-story plant near Newington Road, including office unit. Cost about \$300,000 with equipment. Company will remove to new location and increase capacity.

National Cash Register Co., Dayton, Ohio, plans new one-story factory branch, storage and distributing plant at Miami, Fla., to cost about \$50,000 with equipment. Miami offices of company are at 547 N.E. First Ave.

St. Marys Kraft Corp., St. Marys, Ga., recently organized with capital of \$1,000,000, will be an interest of Gilman Paper Co., Gilman, Vt., and will begin work soon on new pulp and paper mill on 80-acre tract near St. Marys, fronting on North River. It will include powerhouse, pumping station, machine-shop and other structures. Company has purchased line of St. Marys-Kingsland Railroad, and will operate in conjunction with mill. Cost over \$650,000 with equipment.

Nebraska Consolidated Mills Co., 1521 No. 16th St., Omaha, Neb., has let general contract for new branch flour mill at Decatur, Ala., for initial capacity of 750 bbl. per day, with grain elevator of 400,000 bu. capacity. Cost over \$400,000 with mechanical-handling and other equipment.

General Chemical Co., 40 Rector St., New York, sulphuric acid and other heavy chemicals, has let general contract for new plant near junction of Detroit and Rouge Rivers, near Detroit, including machine shop, boilerhouse and auxiliary structures. Cost over \$500,000 with equipment.

National Brass Co., Madison Avenue, Grand Rapids, Mich., brass and bronze hardware, screw machine products, etc., has let general contract for one-story addition. Cost over \$60,000.

Briggs Mfg. Co., 11631 Mack Ave., Detroit, automobile bodies, etc., plans modernizing 6-story branch plant at 12825 Taft Ave., Cleveland, for production of

die-castings for aircraft parts, a new line of production for company. Cost over \$200,000.

Atlas Powder Co., Delaware Trust Bldg., Wilmington, Del., began work early in October on new shell-loading plant on 21,000-acre tract in Portage and Trumbull Counties, near Ravenna, Ohio, to be built and operated under lease agreement with Federal Government, which will hold title to the property. It will include machine shops, powerhouse and other mechanical structures. Cost about \$14,200,000 with equipment.

Seattle-Tacoma Shipbuilding Corp., Seattle, has let general contract for initial construction of new shipbuilding plant on 25-acre tract on Harbor Island, near 11th Ave., S. W. Work will include 5 shipways, outfitting pier 2,500 ft. long, metal-working and wood-working shops, boilerhouse, pumping station, other shops and auxiliary buildings. Cost about \$5,000,000. Plant will be used to build destroyers for Navy Department. Company is a subsidiary of Todds Shipyards Corp., New York.

Curtiss-Wright Corp., 30 Rockefeller Plaza, New York, airplanes, plans new plant near municipal airport, Buffalo, primarily for construction of bomber planes for Government, to be operated in conjunction with Curtiss Aeroplane Division works at Vulcan Street and Kenmore Ave., Buffalo. Cost over \$5,000,000 with equipment.

Midland Aircraft Co., 134 No. La Salle St., Chicago, airplanes and parts, has acquired, through Chamber of Commerce and Sumter County Board of Commissioners, Americus, Ga., about 20 acres near Southern Field, Americus, for new plant for parts production and assembling. Cost over \$350,000 with equipment.

The Babcock & Wilcox Co., New York City has purchased the A. G. Reeves Co. plant at Alliance, O., which it will remodel for production of boilers, tubes and other steam-operated equipment. Company will begin operations with an initial payroll of 300 men.—*Kline.*

The Sherwin-Williams Co., Cleveland, paint manufacturers, plans to build a modern one-story brick and steel chemical research building, 100 by 300 feet in size, in Calumet, Ill.—*Kline.*

Comfy Mfg. Co., 1300 Bayard St., Baltimore, makers of slip covers, comforts, etc., has acquired the building at Monroe, Eagle & Payson Sts., containing about 80,000 sq.ft. of floorspace, into which the company will move by the end of the year. This large space will enable the concern to operate all of its present branches under a single roof.—*Ignace.*

Locke Insulator Corp., Charles & Cromwell Sts., Baltimore, subsidiary of General Electric Co., and engaged in the production of high-voltage radio tower and distribution insulators, pole hardware, etc., is erecting a one-story addition, 86 by 100 ft., which will be used for storage. This unit, however, will not add to the company's available storage space, as a similar unit, now

(Continued on page 78)

What's New in Road Transport

Ford Announces a New 4-Cylinder Model for 1941, to be Used for House-to-House Deliveries. Mack Has a New Series of Heavy-Duty Models. Dodge Improves Diesel Model

4-Cylinder Engine in New Ford Truck Line

Introduced in response to a definite demand from business, industry and agriculture for a powerplant in which economy is the dominant characteristic, a new 4-cylinder engine is included in the 1941 Ford truck line.

The new engine is intended strictly for operations such as house-to-house delivery of baked goods, dairy products, laundry and dry-cleaning where economy is paramount. Reports from actual users indicate that the new engine is measuring up to expectations, Ford officials say.

The engine develops 30 hp. at 2800 r.p.m. and 84 lb.-ft. of torque at 1000 revolutions per minute. It is precision-built the same as its 8-cylinder companion powerplants.

The cylinders are 3.187 by 3.75 in., with a total piston displacement of 119.5 cu. in. The crankshaft is cast alloy steel and the camshaft cast alloy iron. Valves are chrome nickel steel with tungsten steel valve seat inserts for intake as well as exhaust valves.

Precision-set valve lifters are used. The distributor is direct-driven and the waterpump is the pre-lubricated self-sealing type. The new engine has full pressure oiling. Commercial cars, three-quarter and one-ton trucks, are available with either the new 30-hp. engine or the 85-hp. V-8 engine.

Improvements on the 85 and 95-hp. V-8 engines include new bolted-on camshaft gears. Valve stems are hardened still further where they fit into guides. The engine vacuum connection is newly located on manifold riser for improved operation of windshield wipers and distributor governor. Either of these V-8 engines is available in the 158 and 134-in. wheelbase conventional and cab-over-engine trucks.

Rear springs are newly designed with 12 leaves instead of 10 for greater load carrying capacity. Auxiliary springs also are new and when they come into action, load is more equally distributed on all 8 rear spring brackets.

New factory installed frame reinforcements now are available at extra cost on trucks or chassis in-



New styling distinguishes and enhances the appearance of the new line of Ford trucks. Chrome is used more extensively.

tended for exceptionally heavy duty service with special bodies and equipment. These special channels fit tightly inside the frame side members and extend from front spring rear brackets to rear spring front brackets, the zone of greatest stress.

New styling distinguishes and enhances the appearance of the new line of Ford trucks. Chrome is used more extensively on hood and radiator, and colors are brighter, in keeping with a noticeable trend among operators for trucking equipment with greater visibility.

New colors for 1941 are: Harbor gray, Cayuga blue, Mayfair maroon, Lochaven green and Palisade gray.

Operators can select from 7 different stake units in the new Ford line. Dean of the line is the 158-in. wheelbase "regular," with load space 142 by 82 in.

There are also the 134-in. wheelbase stake, with load space 106 by 82 in.; the 134-in. wheelbase cab-over-engine stake, with load space 142 by 82 in.; the 101-in. wheelbase cab-over-engine stake, with load space 106 by 82 in.; the one-ton and three-quarter ton stakes with load space 90 by 74 in.; and the 112-in. wheelbase stake with load space 80 by 67 in.

Four panel units are offered to suit the varying needs of operators. These are the 134-in. wheelbase panel trucks with load space 119½ by 55½ by 55¼ in.; the three-quarter and one-ton panel trucks with load space 107¼ by 55¼ by 55¼ in.; and 112-in. wheelbase

panel with load space 88 by 55 by 51½ in.

In addition, there is the sedan delivery designed especially for operators who prefer deluxe-type delivery equipment. It has fingertip gearshift, a body capacity of 86.6 cu. ft. Sides are lined with composition wood. Spare wheel and tire are in a compartment under the floor, accessible when rear door is open.

Three units make up the line of open type express bodies. These are the three-quarter and one-ton express trucks, with load space 96 by 54 in.; and the 112-in. wheelbase pickup, with load space 77¼ by 53½ in.

For tractor-trailer operations, the 134-in. wheelbase regular and the 101-in. wheelbase cab-over-engine trucks are available as cab-and-chassis with shortened frames at no extra cost, ready for 5th-wheel installations.

Operators who wish to use bodies built by other manufacturers, will find that all Ford units are conveniently available as chassis with cab, and all, except the cab-over-engine types, as chassis with windshield or chassis with cowl.

Three-quarter and one-ton trucks with 85-hp. engines are equipped with 3-speed gearsets. A 4-speed gearset is standard with the 30-hp. engine and optional at extra cost in 85-hp. units on these types.

For haulers with special operating conditions to meet, a factory-installed 2-speed axle is available at extra cost on "regular" and cab-over-engine trucks. It has a low

speed ratio of 8.11 to 1 and a high speed ratio of 5.83 to 1.

The Shiftoguide speedometer is again included as an important aid to economical operation of Ford "regular" and cab-over-engine trucks. It shows drivers when to shift gears in order to obtain maximum pulling ability and economy with minimum engine wear.

The conventional cab features stronger and more durable construction. The upper portion of cowl, windshield opening and complete roof panel are formed in a single stamping, eliminating the joint above the windshield. Reinforcing the inside of this large stamping at the front is another one-piece stamping comprising the instrument panel, vertical side pieces and windshield header. Welded together these stampings form a strong box section.

The cab also features a steel toe-board and one-piece steel floor welded to the body all around. The cab interior is neatly trimmed and the roof lined.

New Series of Mack Heavy-Duty Models

In addition to the model LM truck and the model LMT tractor announced in the October issue of *DandW*, Mack Trucks, Inc., now announces production of a new series of truck, tractor, and 6-wheel models designed expressly for heavy hauling.

In placing these new products on the market, Mack is offering units which represent the most advanced steps in engineering and which combine their sturdiness of construction with the most modern in streamlined styling.

The streamlined cabs are of all-metal construction and have slanting V-type windshields which are 2-piece, each part opening independently and being adjustable. Driver's seats are all separate units and fully adjustable with both the seat and back cushions of the new combination spring and rubber foam-type of construction. Covering of all seats and back cushions is genuine leather. Other fittings of these cabs include: chromium-plated windshield frames, 2 intake and 2 exhaust ventilators, dual windshield wipers, dome light, rear view mirror, felt-lined glove compartment, coat hooks, and headlight beam indicator. Shatterproof glass is standard.

Included in this new series of models now in production are 2 truck models, the LF and the LJ. Mack is also offering 3 new tractor models designed exclusively for tractor service: the model LFT; the LHT, particularly designed for the hauling of heavy train loads; and the LJT. Rounding out this



Rear view of new Mack 6-wheel model, showing sturdy frame construction, axle mounting and drive.

series are 3 new 6-wheelers, the models LF, LH and LM.

These new truck and 6-wheel models are offered in a variety of wheelbase lengths, while the tractor models, besides their standard wheelbase length, are available in a special wheelbase length for sleeper cabs.

The model LF truck is powered by a 6-cylinder model EN 405 Thermodyne engine developing 118 hp. at governed speed of 2500 r.p.m. Torque developed is 300 lb. ft. at 1000 r.p.m. In place of this engine which is standard, Mack is offering, as an optional extra in the model LF, a 6-cylinder model EN 457 Mack Thermodyne engine which develops 131 hp. at governed speed of 2400 r.p.m. and 338 lb. ft. of torque at 1100 r.p.m. The model LJ truck is powered by the 6-cylinder model EN 457 Thermodyne engine. Available as optional extras in this truck model are the model EO Thermodyne engine developing 142 hp. at governed speed of 2200 r.p.m. and 378 lb. ft. of torque at 1000 r.p.m., or, if Diesel power is desired, the model ED Mack-Lanova diesel engine which develops 131 hp. at governed speed of 2000 r.p.m. and 381.5 lb. ft. of torque at 1300 r.p.m.

The LFT tractor is powered by the model EN 457 Thermodyne engine. The LHT tractor is powered

by the model EO Thermodyne engine. Optional extra engine installations for this new tractor include the model EP and EY Thermodyne engines developing 160 hp. at governed speed of 2100 r.p.m. and 175 hp. at governed speed of 2000 r.p.m. respectively. Two Diesel engines are also available for installation in this tractor model at extra cost, the model ED Mack-Lanova Diesel, and the new model END 605 Mack-Lanova Diesel which develops 144 hp. at governed speed of 2000 r.p.m. and 455 lb. ft. of torque at 1100 r.p.m. The LJT tractor is offered with the model EO Thermodyne engine as standard and the model ED Mack-Lanova Diesel as an optional extra.

Of the new 6-wheelers, the new LF 6-wheeler is powered by the model EN 457 Thermodyne engine. The LH 6-wheeler is offered with the model EO Thermodyne as a standard powerplant, the Thermodyne models EP and EY, and the Mack-Lanova models ED and END 605 Diesels being available for this unit at extra cost. The LM 6-wheeler is powered by the EO Thermodyne as standard, and as optional extras either the EP Thermodyne or the model ED or END 605 Diesels.

All of the Thermodyne engines powering these new models are of

similar design. Crankshafts have 7 main bearings, are fully counter-balanced on every throw, and are of drop-forged, case-hardened, low carbon steel. Cylinders are chrome-nickel alloy semi-steel, heat-treated, and are cast in block with 2 detachable heads. All crankshafts have a Lanchester-type vibration damper. They are 3½ in. in diameter at the main bearings. The connecting rods are of drop-forged chrome-molybdenum steel with a 35-deg. cap angle. Main bearings of the thin shell precision type are interchangeable. Exhaust valve seats are of Mack's exclusive Permafit inserts of Niferrite faced with Stellite, and exhaust valves are of Mack's exclusive Stablite material.

Drives in every case are through dry single-plate clutches through either 5-speed direct or 5-speed overgear gearsets. In every case a Mack 10-speed Duplex gearset is available. Final drive on the LF and LJ and on the LFT, LHT, and LJT tractors is through dual reduction rear axles. A choice of approximately 5 rear axle ratios is offered with each model. The rear axle housings on these new models are of pressed steel, heat-treated and fused. Axle shafts are gradu-

ated heat-treated and employ Mack's exclusive involute type of splines. All rear axles are full-floating and employ Hotchkiss drive.

The LF, LH and LM 6-wheelers all use a 4-wheel drive bogie of similar design but of different sizes according to each model. The Mack 6-wheel bogie is both simple and accessible and is balanced so that the loading of tires is equal under all conditions and so that braking is even on all 4 wheels. All wheels contribute their share of driving effort. The design of this bogie has achieved stability, flexibility, and compactness. Mack bogies incorporate banjos of enormous stiffness, rubber shock insulation of the springs, broader distribution of the load over the frame, and extreme simplification of lubrication. They have neither longitudinal nor transverse radius rods and provide full braking power on all 4 wheels. The 6-wheel bogies feature a power divider which produces constant torque without end-thrust.

This power divider does not depend upon friction, nor is it a ratchet or inertia device. It operates smoothly and steadily at all speeds and loads and endures in-

definitely without developing backlash or losing its partial locking action. It never locks but is worked out to provide a bias of torque for the axle having the best traction, this bias never exceeding the safe capacity of its driving parts while preserving full differential action at all times.

Rear axle housings on the 6-wheelers are steel castings, while axle shafts are chrome-nickel steel, graduated heat-treated and employ involute type of splines.

Brakes on the tractor and 6-wheel models are full air-operated, while the LF and LJ truck models have hydraulically operated brakes with BK vacuum-booster.

The LF truck, LFT, LHT, LJT tractor models, and the LF and LH 6-wheelers all have frames of high carbon heat-treated steel. The LJ truck and the LM 6-wheeler have chrome manganese heat-treated steel frames. All frames employ Mack's exclusive box girder type cross members.

All spring ends are suspended in rubber shock insulators both front and rear.

Mack Archimoid steering features this new series of models.

1941 Dodge Diesel Mechanically Improved

Important mechanical improvements and numerous changes to provide increased comfort and safety are incorporated in the heavy-duty Dodge Diesel truck for 1941.

An important mechanical improvement is an auxiliary 6-volt generator to operate all lights (both truck and trailer), instruments and new dual horns. The auxiliary generator combined with sealed-beam headlights, also new for 1941, result in improved lighting.

The cooling system has been improved and includes full-length waterjackets, by-pass thermostat, water temperature gauge on instrument panel and a 4-in. fin and tube radiator core. The frontal area of the cooling surface is 483.31 sq. in.

A new safety feature is a 10-in. brake-booster cylinder and a 1,000-cu. in. vacuum reserve tank for better braking. Hydraulic equal-pressure brakes assure safe, smooth, straight line stops. The driveshaft type handbrake operates on the drum at the rear of the gearset. The total braking surface (service and emergency brakes) is 481.65 sq. in. Air brakes are available at extra cost.

The seat cushions have been re-



Dodge heavy-duty Diesel chassis and cab, equipped with a special tank trailer. The wheelbase is 152 in. The Dodge Diesel is a "full-Diesel" engine which utilizes heat created by compression for ignition of the fuel.

designed to include double-cone coil springs together with helical cross-tie lacing. The seat cushion also has heavier fastenings for the cross braces and latex-impregnated curled hair pads.

The Dodge Diesel is a "full-Diesel" engine which utilizes heat created by compression for ignition of the fuel. The engine has a brake horsepower rating of 100 at governed speed of 2600 r.p.m., maximum torque of 240 ft. lbs. at 1200 to 1300 r.p.m., with a compression ratio of 14.75 to 1.

The 1941 line of Job-Rated gas-engined models is the most complete in the company's history. (See description of same on page 35 of the October issue.)

Jones Terminal in Tulsa

The Jones Truck Lines, operating as the J.T.L. Truck Lines, owned by Harvey Jones, Springdale, Ark., is establishing a warehouse terminal in Tulsa, Okla. The firm was recently granted a common carrier license over Highway No. 33, serving 152 towns and cities in Oklahoma, Missouri, and Arkansas. The Jones lines own and operate 68 pieces of equipment. I. D. Holder has been named Tulsa manager. Daily overnight service has been established from Tulsa to Fort Smith, Ark., Springfield, Mo., Little Rock, Ark., Memphis, Tenn., and intermediate points. —Van Horn.

Motor TRANSPORTATION

Eastern N. Y. Transport Group Incorporates

The certificate of incorporation of the Eastern New York Transport Assn., Inc., has been approved. This association is a non-profit organization composed of motor carriers engaged in the transportation of general freight in the Hudson Valley area of New York State, Northern New Jersey and Eastern Pennsylvania. The Hudson Valley area of New York State consists of the territory in New York along the Hudson River bounded on the North by Albany, N. Y., on the West by Binghamton, N. Y., on the East by the Connecticut-Massachusetts line and on the South by New York City. The Northern New Jersey territory consists of Bergen, Passaic, Essex, Hudson, Sussex and Union Counties and the Eastern Pennsylvania territory of Susquehanna, Wayne, Monroe, Luzerne and Northampton Counties.

All the members of the Eastern New York Transport Assn., Inc., are regulated by the Interstate Commerce Commission and the New York State Public Service Commission. The association is filing tariffs with the I.C.C. and P.S.C. for its members through the general counsel and publishing agent, J. Almyk Lieberman, of the law firm of Brodsky and Lieberman, New York City. These tariffs will contain the minimum rates and charges for transportation by trucks prescribed for all motor carriers recently by the I.C.C. in Ex Parte No. MC 20, Trunk-line Territory Motor Carrier Rates. The I.C.C. in this proceeding has ordered all motor carriers operating between New York State, Pennsylvania and New Jersey to charge not less than certain rates which it set.

The officers of the association are: president, John H. Lewis; first vice-president, Dominic J. Valentine; second vice-president, Harry B. Miller; secretary, Claude L. Needes; and treasurer, Alexander M. Kennedy.

Okl.-Kansas Reciprocity in Mining Area

A reciprocity agreement between Oklahoma and Kansas on truck licenses and taxes is now in effect, following approval of the plan by J. D. Carmichael, Oklahoma tax commissioner.

The agreement, local in nature,

provides that trucks of the 2 States, operating within $3\frac{1}{2}$ miles of the State line along a belt line 10 miles long, need only a tag of the State within which they originate. The area covers most of the lead and zinc mining area within both States. —Van Horn.

I.C.C. Grants Exemptions to Private Trucks

(Concluded from page 27)

a series of hearings which were held in about a dozen cities in various parts of the country at which private carriers and others were heard with reference to the need for such regulation. Testimony submitted was under consideration of the Commission between Dec. 1, 1939 and May 1, 1940, when its decision to take jurisdiction and prescribe regulations was announced. The regulations were made effective Aug. 1, 1940.

On petition of the National Council of Private Motor Truck Owners, Inc., the effective date was postponed to Oct. 1, 1940. In the meantime, the Commission received and gave consideration to the petitions of the National Council of Private Motor Truck Owners, Inc., and others for further modifications and exemptions. Meanwhile, the effective date was again postponed to Oct. 15, 1940.

A supplemental report and orders, issued by the Commission on Sept. 30, 1940, granted further modifications requested in the

Council's petition, and denied all other petitions.

While private truck owners generally believe that "safety" regulation was the prerogative of the various States and adequately applied therein—and did not seek Federal regulation—the jurisdiction of the I.C.C. over the drivers of private motor trucks in interstate commerce does exempt such drivers from the Wage and Hour requirements of the Fair Labor Standards Act.

The action of the I.C.C. brings private vehicle operation under Federal regulation for the first time in the history of the United States.

A.T.A. Convention Plans Outlined

F. C. Horner, assistant to the chairman of General Motors Corp., will deliver the keynote address at the 7th annual convention of the American Trucking Associations, Inc., at Los Angeles, Nov. 11 to 14. Mr. Horner, an advisor to Ralph Budd, head of the Transportation Advisory Commission, will speak on "Motor Transportation and National Defense." Advance reservations amount to about 1,000.

P. T. Truitt, of the Commerce Dept., will speak on "Trade Barriers as They Affect Highway Transportation." As chairman of the Interdepartmental Committee on Trade Barriers, Mr. Truitt has worked on the barrier problem for many months and had charge of the presentation of testimony during the Temporary National Economic Committee's investigation of the subject.

A new feature of the convention will be a traffic and sales meeting. An effort will be made to set up a separate section of the A.T.A. to deal with the selling of truck service.

A panel discussion of Federal regulatory problems is planned for Nov. 13 and representatives of the I.C.C., Fair Labor Standards Division, National Defense Commission, and other Government organizations are expected to be present to answer questions from the audience.

The value of uniformity in the adjustment of claims will be discussed by C. H. Dietrich, executive vice-chairman of the freight claim



division of the Operations and Maintenance Dept., Assn. of American Railroads.

I.C.C. Approves in Part. Truck Merger Deal

Approval of a major portion of the Transport Co.'s proposal to acquire control of a huge East Coast motor carrier system was recommended early in October by J. E. Davey, chief of the Bureau of Motor Carriers' Section of Finance of the I.C.C. He recommended that the company, incorporated in Delaware with headquarters in New York City, be authorized to acquire stock control of 23 carriers and to purchase Super Service Motor Freight Co., Nashville, Tenn., for an aggregate consideration of \$17,588,873.85.

Mr. Davey, however, recommended denial of applications to acquire 6 other carriers, all but one of which are contract carriers, on the ground that acquisition of dual operating authority would be contrary to the public interest.

He also recommended denial of the firm's request for "carte blanche" authority to effect singleness of title to all the companies involved within a year of the Commission's approval, but he proposed that by Dec. 31, 1941, application be made for authority to consolidate the companies into one or more corporations, unifying the operating rights and eliminating duplications.

Fullerton Again Heads H.H.G. Div. of A.T.A.

Merle Fullerton, Youngstown, Ohio, was re-elected chairman of the Household Goods Carriers Division of the American Trucking Associations, Inc., at its 5th annual convention in Cincinnati, Oct. 7 and 8, attended by 150 delegates. By his selection, Mr. Fullerton automatically becomes a regional vice-president of the A.T.A. for 1941.

Problems relating to uniformity and rates were discussed, resulting in the adoption of a resolution referring to the bureau's board of directors to give consideration to the need of a thorough investigation by the I.C.C. of rates in the household goods carriers' industry. The board was authorized to gather the necessary data, raise funds in the event it determined that such an investigation was deemed advisable for the good of the entire industry.

The following members were elected by the board of directors for the next fiscal year: Merle Fullerton; C. J. Armitage, Cleveland; W. H. Collin, Chicago; G. J. Cook, Buffalo, N. Y.; J. F. Duncan,

Cleveland; L. P. Kitchen, Jacksonville, Fla.; W. W. Shearer, Chicago; S. J. Beauchamp, Little Rock, Ark.; L. R. Burnham, Columbus, Ga.; G. B. Holman, Rutherford, N. J.; H. R. Holt, Los Angeles; G. W. Healey, Chicago; E. H. Lamkin, Indianapolis; A. E. Sloan, Cleveland; and J. L. Wilkinson, Charlotte, N. C.

A. D. Bullock, president of the National Furniture Warehousemen's Assn. entertained many of the delegates. The Trailer Co. of America, Cincinnati, was also host to the delegates and guests at an old-fashioned German party, preceding the first day of the convention. L. J. Sloan, president of United Van Lines, Inc., was host at a breakfast meeting of United Van Lines agents attending the convention.

Cal. Commission Permits S. P. to Run Trucks

Concluding a bitterly fought case between railroad and motor truck interests, the California Railroad Commission has authorized the Pacific Motor Trucking Co., a Southern Pacific Railroad subsidiary, to operate a motor truck service in San Bernardino and Riverside Counties.

In the face of protests by truck operators and a dissenting opinion by one of the commissioners, the C.R.C. ruled that railroads, having pioneered the field of transportation, are entitled to expand and modernize their services through motor truck subsidiaries, even though independent carriers are furnishing adequate service in the territory under consideration.

Specifically, the ruling authorizes Pacific Motor Trucking Co. to establish service between Ontario, Upland, Chino and Guasti in San Bernardino County, just East of the Los Angeles County line; between Cucamonga and Alta Loma

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and Rialto; between San Bernardino, Redlands, Crafton, Bryn Mawr, Loma Linda and Highgrove in San Bernardino County, and Riverside and Arlington in Riverside County. The ruling specifies that the truck service shall be limited to auxiliary or supplemental service to Southern Pacific Railroad or Pacific Electric Railway service.

The majority opinion declared that all carriers, on the whole, have been given equal treatment in numerous past rulings on trucking questions handed down by the Commission. It also cited I.C.C. decisions in support of the principle of permitting railroads to substitute truck service in certain areas. The opinion pointed out also that transit time on l.c.l. merchandise originating at or destined to Southern Pacific points and connections beyond Los Angeles will be reduced one business day by the use of motor trucks.

Opposition to granting the application centered on the point that the application was another instance of the railroads' practice during the past decade of departing from the principle which requires a railroad to furnish the burden of proof of necessity of its own truck service. Truck interests also contended that the Southern



Among the recent ordnance contracts announced by the War Dept., was that given the White Motor Co. for \$37,680,458 for half-track cars, illustrated above. This order is in addition to one for scout cars, amounting to \$10,000,000. The half-track cars have conventional wheels for maneuverability and the caterpillar type back wheels for taking the trucks over any kind of terrain.

Pacific and its rail subsidiaries in recent years had virtually ignored l.c.l. traffic. This argument was overruled by the Commission which held that the applications in this case were part of a general plan developed by the railroad company over the past 10 yrs. to improve its l.c.l. traffic.

The dissenting opinion was entered by Commissioner Frank R. Devlin. He held that where highway common carriers had been certificated and had invested capital and energy in building up their service, the Commission should hesitate to authorize a rail or any other competitor to institute a duplicate or parallel truck service. Commissioner Devlin pointed out that 113 applications for truck certificates had been filed by rail subsidiaries between 1933 and 1938, and that only 3 had been denied. He added that during the same period 32 of 118 applications filed by independents had been denied.

"The continued granting of these and similar applications to rail-controlled subsidiary lines," Commissioner Devlin's dissenting opinion read, "will be conducive to crowding out of existence highway common carrier service due to loss of traffic and revenue by reason of dividing the existing business with the Pacific Motor Trucking Co. The result may be an impairment of highway common carrier service not only in the territory involved, but also, and perhaps more acutely, from and to the more sparsely settled areas of the state, not now served by railroads."

The majority opinion covered the points advanced by Commissioner Devlin in the following language:

"It would seem to be a fundamental principle that a common carrier who is rendering a useful and necessary public service, should be permitted and encouraged to adapt that service to meet modern conditions in the most practical, efficient and economical manner possible. That this includes some use of motor truck transportation by a rail carrier to improve its service to the public is clear."

Commissioner Devlin's dissenting opinion pointed out there was no logical reason why Southern Pacific could not establish co-ordinating service and joint rates with connecting highway common carriers for through service to execute contracts for expedited depot-to-depot service with such carriers. Such contract service, he pointed out, is now operated by Southern Pacific between Los Angeles, Glendale, Burbank and Alhambra.—Herr.

West Opposes Size and Weight Changes

Important shippers, civic organizations, and traffic associations are joining with trucking groups in the 11 Western States, led by the California Truck Owners Assn., in requesting that proposed standardization of truck weights and sizes by the Interstate Commerce Commission shall not result in decreasing

existing California and Western standards.

This is the big problem occupying everyone concerned in any way with truck transportation in the 11 Western States at the present time, since a set of circumstances exist favorable to the use of trucks in this region and both truck interests and shippers seem to be agreed that these good conditions must not be curtailed by any attempt of the Commission to average Western and Eastern standards.

The claim in Western trucking and shipping circles is, that in the West, conditions exist which need and demand the type of truck now in use, particularly in the lumbering, dairying and agricultural fields.

The Industrial Traffic League is in favor of present specifications for the West remaining unchanged and if new standards are adopted, that these be California standards; action will be taken and recommendations made individually by the association's members, in time for the I.C.C. deadline of Nov. 10 for reception of comments, criticisms and recommendations from all parts of the country. The Private Truck Owners' Bureau is making a survey of its members to determine their policy on the matter, emphasizing the importance to California shippers that they express their views, inasmuch as the I.C.C. report to Congress will cover not only its factual findings, but data on the economic needs of the country with respect to truck service.

It is regarded as important in this connection that truck movements in the West often are to or from points not served by rail or inadequately served by rail. As an example, movement of livestock is cited, both on the range and from ranch to market; logging operations; farm to market or to processing plant; movement of agricultural products; distribution of fresh fish; transportation of ores, mining supplies, oil field supplies, construction materials, etc. In some cases, too, highway transportation provides more direct routing than rail.—Gidlow.

40,000 Tons of Steel Moved by Trucks

The job of moving 40,000 tons of steel in 40 days is being undertaken by 2 San Francisco drayers, Daniel Gallagher Drayage and J. A. Clark Drayage Co., Ltd. This large movement of metal follows the purchase by the Navy Department of the Columbia Steel plant site at 20th and Illinois Streets. Columbia Steel is moving into a new plant on Islay Creek.—Gidlow.

New Wage Contracts Signed by Okla. Firms

The Red Ball Transfer Co. and the Page Storage Co., Tulsa, and the McKnight Transfer Co., Bartlesville, Okla., recently signed new contracts with the Teamsters' Union. The new contracts provide for union protection, increased wages and improved working conditions.—Van Horn.

50,000-Lb. Truck Scale in Wichita

Yancey Grain and Elevator Co., 528 E. 18th St., Wichita, Kan., recently installed the largest weighing scale in that part of the country. The scale capacity is 50,000 lbs.—Schulte.

Wis. Ruling on Regis. Fees

In an opinion to the Wisconsin motor vehicle department, it has been ruled that if a new trailer is put into service in any quarter, registration fees are only required for the balance of that quarter if applied for on a quarterly basis. The section of the statutes, stating that all motor truck registrations made after May 31 shall serve as registration for the succeeding year and also for the balance of the current year, applies only to registration on an annual basis, the ruling stated.—W.T.N.B.

Wis. Tax Statutes Now Clarified

State attorney general John E. Martin, in opinions to the Wisconsin motor vehicle department, has clarified statutes with reference to truck taxes and licenses as follows:

The attorney general has held that registration fees may be collected on the gross weights of trucks and trailers in excess of maximum permissible gross weight where such trucks and trailers operate under special permits.

When physical characteristics of the vehicle or combination are such that it may be operated at times without a special permit, just that mileage which does not require a special permit is subject to weight or mileage taxes.

When a trailer is subject to special permit requirements, but the truck operated in connection therewith is not, the truck is subject to weight or mileage taxes.

Out-of-state common and contract carriers making more than one trip into Wisconsin in any one year must be licensed in the State before they can obtain truck permits.

Trucks or trailers, exempt from weight taxes because of operation under certain conditions, can claim exemption only when operating with special permit. When operated so as not to require special permit, exemption does not apply.

Trailers with gross weight of 3,000 lbs. or less are exempt from registration. For tax purposes, gross weight of combination propelling vehicle and said trailer in such cases is gross weight of propelling vehicle only.—W. T. N. B.

FROM THE

LEGAL

VIEWPOINT

Reasonable Time for Whse. Construction

LEGAL EDITOR, DandW: We recently made a contract with a contractor to construct a warehouse building for us. However, no time limit was included as to when he should complete the building. How long are we compelled to wait for him to complete the building?—Whit Warehouse Co.

Answer: The contractor must finish the building in the same time that would have been required by other prudent, reasonably experienced, and efficient contractors. Otherwise, you are entitled to recover damages.

For example, in *Bancroft v. Conyers Realty Co.*, 10 S. E. (2nd) 286, Georgia, reported Sept. 10, 1940, the court said:

"Where a contract fixes no express time within which its terms are to be performed, a reasonable time will be implied. *Bearden Mercantile Co. v. Madison Oil Co.*, 128 Ga. 695 (3), 58 S. E. 206. The rule applies with reference to any future act to be performed under the terms. *Bryant v. Atlantic Coast Line Railroad Co.*, 119 Ga. 607 (3), 46 S. E. 829. See also *Garrett v. Wall*, 29 Ga. App. 642 (3), 116 S. E. 331; *Broyles v. Haas*, 48 Ga. App. 321, 172 S. E. 742.

Validity of Contracts Made on Holidays

LEGAL EDITOR, DandW: We have today dated and mailed to our delinquent customers legal notices of auction. Today, however, Aug. 27, 1940, is primary election day in this State. Is this a holiday, and will this affect the legality of our sale?—Bekins Storage Co.

Answer: According to the California statutes obtainable, the holidays in your State are: Sundays; Jan. 1; Feb. 12; Feb. 22; May 30; July 4, Sept. 9; the first Monday in September; Oct. 12; Nov. 11; Dec. 25; and every day on which an election is held throughout the State; and every day appointed by the President of the United States or by the Governor of the State for such celebrations as public feasts, Thanksgiving or other appropriate holidays.

Moreover, a contract made on a holiday has been held to be valid. In fact, this same law is applicable in a majority of States. However, no higher court cases are on record which decides whether legal notices sent by warehousemen to delin-

quent customers on a holiday are valid. It is my opinion that the notices are valid, but in order to avoid legal controversy, it is advisable to mail these notifications on regular days, excepting holidays.

Mr. Parker answers legal questions on all subjects covered by DandW.

Send him your problems care of this magazine. There will be no charge to mail these notifications on regular days, excepting holidays.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

Police Evidence on Theft Not Always Sufficient

LEGAL EDITOR, DandW: Three weeks ago, we missed certain merchandise. We believed that the same was stolen. Certain policemen located the goods, but when the case came to trial it was contended that the evidence of police officers was not enough to convict. Can you cite cases for our lawyer on this phase of law?—Either Warehouse and Storage.

Answer: It is true that very often the courts will not convict on evidence exclusively of police officers. However, this rule is not absolute. See the late case of *Camp*, 104 Pac. (2d) 572. In this case 2 police officers asked a suspect what he had in a package. This suspect, according to the evidence of the officers, said, "See for yourself!" Thereupon, these officers examined the contents of the package and later it proved to be goods that were stolen from a warehouse. The court held the suspect guilty, notwithstanding testimony to the contrary, and said:

"Where the evidence and reasonable inferences to be drawn from it are sufficient to convince a jury beyond a reasonable doubt of guilt, this court will not disturb the verdict."

In other words, this court held that the evidence of the police of-

ficers was sufficient to convince the jury, and since there was no conflicting testimony, excepting that of the accused, the decision of the jury must stand.

However, there is one point of law that should be known to all readers, as follows: Irrespective of the crime of which one may be accused, no police officer has the right to make a search, unless he has the proper authorization, as "search papers." Therefore, as the above mentioned case indicates, when the officers approached the suspect and confronted him with guilt, they immediately suggested that the officers search him and the automobile. If, however, he had said, "Where are your papers? Have you the right to search us?" And the officers had made the search without the legal warrants, then, under these circumstances, the court would not have upheld the conviction. In other words, no police officer has a right to "force" his way into the private property, as a building, a home, an automobile, or other private place, without legal papers, but if the accused opens the door and permits the officers to enter, then the accused has no legal recourse except to abide by the jury's decision based upon the presented evidence.

This Month's Important Higher Court Cases**Absent Watchman and Value of Mdse., Fire Loss Factors**

UNDER certain circumstances, a warehouseman may be held liable in damages for fire losses, if the evidence indicates that the warehouse contained valuable merchandise and, at the time the fire started, no employee was detailed to act as watchman.

For example, in *Mexia v. Speight*, 142 S.W. (2nd) 439, Texas, the owner of stored merchandise, destroyed by fire, sued the warehouseman to recover the value of the goods. During the trial, the owner of the goods proved that the fire occurred at or near the noon hour. At that time, all of the warehouse employees were congregated near the office and were engaged in eating their lunches and listening to a radio broadcast of a World

Series baseball game. The office was in the southeast corner of the warehouse and the fire started in the northwest corner thereof. There were no employees at or near the place where the fire started.

The jury considered this testimony and decided that the warehouseman was negligent, and, therefore, liable, because the warehouse contained a large amount of valuable merchandise and the warehouseman negligently failed to keep such lookout for fire as an ordinarily prudent person would have done under the circumstances, and that this negligence was the proximate cause of the loss.

The warehouseman appealed to the higher court on the contention that the evidence was insufficient to sustain the jury's finding that he failed to keep such a lookout for fire as an ordinarily prudent person would have done under the same or similar circumstances. However, the higher court upheld the decision rendered by the jury, and said:

"The degree of care that an ordinarily prudent person would have exercised under the same or similar circumstances was a question to be determined by the jury. In determining this question the jury had a right to take into consideration the precautions taken to discover the outbreak of fire, as well as all other surrounding circumstances. In view of the fact that the testimony shows without dispute that a large amount of merchandise of considerable value was stored in the warehouse at the time; and that there was no watchman or other employee stationed near where the fire broke out; we think the evidence was sufficient to justify the jury's inference that the appellant had not exercised that degree of care that an ordinarily prudent person should have exercised under the circumstances."

Distinction Between Chattel Mortgage and Conditional Contract

FREQUENTLY, warehousemen are confronted with legal difficulties involving merchandise on which a seller has a lien, as a chattel mortgage or a recorded conditional contract of sale. Therefore, it is important to know that under the latter, the seller has the right upon default of the purchaser to take possession of the property without resort to legal process.

In other words, the holder of a conditional sale contract covering merchandise, the title to which is reserved in the seller, does not have a lien on the property but is the owner of it. On the other hand, a chattel mortgage merely gives to the mortgagee a lien on the mortgaged goods.

With respect to a conditional contract of sale, the higher courts have established the following principles:

First: Where property is purchased under a conditional sale contract, the title to the property

remains in the seller until the terms and conditions of the contract are complied with by the purchaser, and the full purchase price is paid therefor.

Second: The seller does not have an equitable lien on the property, but the property remains the property of the seller until the full purchase price is paid therefor.

Third: Conditional sale contracts are not chattel mortgages, but are sales upon condition.

Fourth: Under a conditional sale contract, the seller has 2 remedies:

(a) He may treat the sale as absolute and maintain an action for the purchase price; or

(b) He may rescind the contract and recover possession of the chattels. He can not do both. He must elect which remedy he intends to pursue, and having done so, no other remedy is open to him. Where an election is made, it is final and irrevocable, irrespective of intent.

Moreover, many higher courts have held that a seller, under a conditional contract, need not resort to legal process to regain possession of the merchandise, but he may take possession of it at any time or place if he does not commit a breach of the peace, or an unlawful trespass.

For instance, in *Lepley v. State*, 103 Pac. (2nd) 568, Oklahoma, it was shown that a seller signed a contract of purchase containing clauses usually in conditional contracts. The purchaser failed to make the agreed payments and the seller took possession of the merchandise from a public place in which the purchaser had temporarily deposited it. In holding that the seller had acted legally and could retain possession of the goods, the Court said:

"Many features of the 'contract' are harsh, contrary to public policy, void, and unenforceable; but the provisions authorizing vendor or his assignee to take possession, upon conditions broken, of property conditionally sold, is not one of these."

Warehouse Employee Intrastate Worker

CONSIDERABLE controversy has existed from time to time whether all persons employed in warehouses, owned and used by common carriers, are under the jurisdiction of interstate commerce regulations. Various higher courts have held that no formula can be devised which will furnish a ready answer to an inquiry as to how near the relation of the employee to interstate transportation must be in order that he shall be considered legally an interstate worker.

For illustration, in *Slizik v.*

Pittsburgh, 13A. (2nd) 911, Pennsylvania, it was disclosed that a warehouse watchman was killed while operating an elevator in the warehouse. This warehouse is a 7-story building owned by a common carrier used principally for the storage of merchandise. The relation of the warehouse to transportation is illustrated by testimony which proved that on the day that the watchman was killed, 3 cars which had come from another State, were unloaded and the merchandise was stored in the warehouse.

The legal question arose whether the dependents of the deceased watchman were entitled to recover State compensation or whether the watchman was under Federal jurisdiction when the accident occurred.

Since the watchman was not, at time of the accident, engaged in duties so closely related to "interstate transportation" as to be practically a part of it, the higher court held that the dependents were entitled to recover State compensation. This court said:

"The employee in this case was injured while performing service in that part of the warehouse which was not devoted to interstate transportation, but to storage. We are all of the opinion that the work performed by claimant's decedent as a watchman or patrolman was of the same general nature as that of a janitor. He took no part in the actual transportation of persons or goods. His employment only affected interstate transportation remotely, and, for practical purposes, it was not a part of it."

Also, in the recent case of *Painter*, 13 A. (2nd) 397, it was shown that an employee was performing repair work at a common carrier's station where the usual interstate and intrastate transportation was carried on. When injured, he was engaged in filling, trimming, and cleaning a lantern. Mr. Justice Barnes, in holding that the Federal Act was not applicable, said:

"His immediate employment was not in interstate transportation, or in work so closely related to it as to be practically a part of it in accordance with the rule established by the Supreme Court of the United States. The facts clearly show that the relation of his work to interstate transportation was too remote to afford a basis for recovery under the Federal Act."

Intrastate Distinctions

ALTHOUGH a person may actually be traveling or transporting merchandise interstate, yet he may be subject to intrastate regulations.

For example, in *Commonwealth v. Dodge*, 14 Atl. (2nd) 600, Pennsylvania, it was disclosed that a New Jersey retail liquor dealer, named Clark, was stopped by officers in Pennsylvania. He had in his possession, and was transporting in Pennsylvania, alcoholic liquors which had just been pur-

chased in New Jersey. He had come interstate from New Jersey into Pennsylvania for the purpose of picking up his wife, who had been visiting in the latter State, and he was bringing her back home to New Jersey.

According to the law of Pennsylvania it is illegal for anyone to transport alcoholic liquors, but it is not illegal to transport alcoholic liquors interstate through Pennsylvania. Therefore, the legal question was presented the court as follows: Was the liquor dealer traveling interstate? If so, the Pennsylvania officers had illegally stopped Clark, the dealer.

It is important to know that the higher court held that Clark was traveling intrastate since he was in Pennsylvania only for the purpose of bringing his wife from Pennsylvania into New Jersey. The Court said:

"The liquor was not being transported into or through Pennsylvania for the purpose of delivery in New Jersey. He brought it into Pennsylvania not for the purpose of a more convenient delivery to some point in New Jersey, but to meet and pick up his wife."

Warehouse Receipts Held Valid

IT is well known that, under ordinary circumstances, the holder of non-negotiable warehouse receipts has first lien on stored goods, represented by the receipts. However, circumstances may exist which depreciate the normal security of warehouse receipts, as where fraud or unfair dealings are apparent. Nevertheless, although the business relations between the warehouseman, the owner of the goods and the holder of the receipts may be peculiar or unusual, yet the receipts are valid and effective as security if the business relationship between the parties is legal and without false obscurity.

For illustration, in *Heffron v. Bank of American National Trust & Savings Assn.*, 113 F. (2nd) 239, California, it was disclosed that a man, named Williams, was adjudged bankrupt on his voluntary petition. The Bank of America filed its proof of secured debt, claiming as security certain steel belonging to Williams for which the bank held warehouse receipts.

During the trial, the testimony proved that Williams, desiring to procure credit on the security of his stock, entered into a leasing and field warehouse storage agreement with the Lawrence Warehouse Co., operating an extensive system of field warehouses, to establish a warehouse on his premises. Under this agreement, Williams leased to the warehouse company a building for the yearly rental of one dollar. The ware-

house company undertook to act as custodian of all goods then on the premises and of any other goods placed there, in consideration of the sum of 50 cents per month per ton for goods stored which were covered by warehouse receipts, with a minimum charge of \$500 for the first year. The company conspicuously marked the building, inside and out, with "No Trespassing" placards and with large signs bearing the name of the warehouse company and a statement to the effect that "all commodities in or upon these premises are in the custody of the Lawrence Warehouse Co., Lessee." It placed in charge a man named Rennie as its bonded custodian. Padlocks bearing the name of the company, to which the custodian had the only keys, were placed on the entrances to the warehouse, and the custodian kept the place locked when he was not present.

The warehouse company issued non-negotiable warehouse receipts by the terms of which it acknowledged receipt from Williams of the steel, and agreed to hold it subject to the written order of the bank. The receipts were delivered by the warehouse company to Williams, and, thereafter, by the latter delivered to the bank as collateral for loan. As a result of the negotiations, the bankrupt from time to time caused the warehouse company to issue additional non-negotiable warehouse receipts, which he delivered to the bank as security for loans. These, similar in form to the first, provided that the goods were to be held for the written order of the bank.

The referee in bankruptcy contended that the bank was not a preferred creditor, but that the steel, represented by the warehouse receipts, should be sold and the proceeds distributed equally among all of Williams' creditors. However, the higher court held that the bank was entitled to hold the steel as security for the loans, and said:

"The first question for our determination is whether there was an effective bailment of the steel to the warehouse company. . . . It is immaterial that the purpose of the warehousing is to enable the merchant to finance himself on the security of his goods by the use of warehouse receipts. Such is the primary and legitimate objective of modern field warehousing. . . . The circumstances disclose no mere colorable relinquishment of dominion over the goods. The substituted finding of the trial court of an immediate delivery to the warehouse company, followed by an actual and continued change of possession, is warranted by the proof."

The above case is explained in detail in order that readers may observe the care used by the warehouse company in properly and legally advertising and informing the public of the true relationship between the bankrupt and itself.

Flood Waters Destroy Stored Goods

VARIOUS higher courts have held that a warehouseman is not liable in damages for loss of stored goods by flood waters, if the testimony proves that the warehouseman used an ordinary degree of care to safeguard the goods. Therefore, in all litigations of this nature, the important question is, "Did the warehouseman use ordinary care?"

It is important to know that the warehouseman may avoid liability if he proves that he exercised normal care; that the flood was unusual; and that the weather bureau reports did not anticipate the extent of the flood.

For instance, in *Dixie Wholesale Grocery v. Baltimore Warehouse Co.*, 28 N. E. (2nd) 694, Ohio, the owner of stored goods had sued a warehouse company to recover the value of the goods destroyed by flood waters which came into the warehouse.

During the trial, the warehouse company introduced testimony as follows: On or about the 20th of January, 1937, there was a rapid rise in the Ohio River, which developed into an unpredicted flood. The warehouse company kept in touch with the weather bureau, and was informed at regular intervals of the rise of the river to the flood stage, and then past the flood stage, and that the river was reaching alarming proportions. The highest stage in the weather bureau's record was 71 and a fraction feet. Thus, it appeared that the 2nd floor of the warehouse, upon which the goods were stored, was some 4 ft. above the highest recorded stage of the river. When it became reasonable to believe that the water might reach the 2nd floor, the warehouse company began to make some effort concerning the goods, but on account of the rapid rise of the river and the heavy current, the warehouse company was unable to remove the goods. The result was that the goods were caught in the flood waters, which rose to 80 ft.

In view of this testimony, the lower court held that the warehouse company had failed to use ordinary care to safeguard the goods and that, therefore, the warehouse company was liable for loss of the goods valued at \$5,000. However, the higher court reversed this verdict and held the warehouse company not liable, saying:

"Certainly, if the act of God would have caused the damage without reference to any negligence on the part of the warehouse company (defendant), there would be no liability for the damage. . . . The majority of the court is of opinion that there is no evidence on which the defendant could be held negligent in the case, and the trial court, therefore, erred. The judgment will be reversed. . . ."



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(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

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(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

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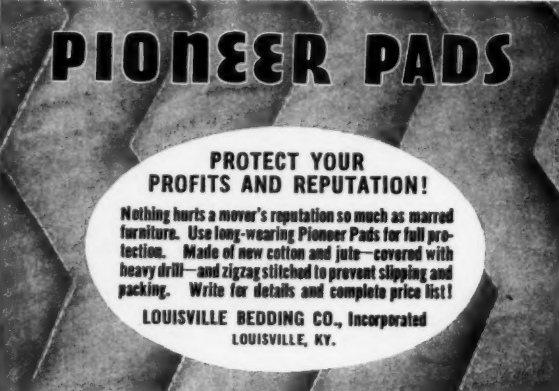
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Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
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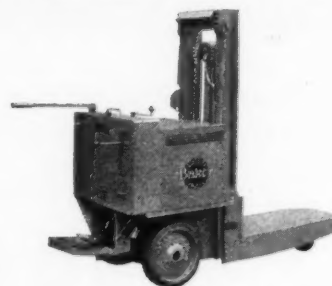
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NEW PRODUCTS

New Baker Hy-Lift Truck

THE latest addition to the line of industrial trucks manufactured by the Baker Industrial Truck Div. of the Baker-Raulang Co., Cleveland, is its new Type H-2 Series F Hy-Lift truck which is available in 4,000-lb. capacity. This new model has been designed for operation in narrow aisles and congested areas, and has the following features: efficient hydraulic lift; lighter weight without sacrifice of strength or ruggedness; shorter overall length; accessibility—all controls and hoists come grouped in convenient control panel; absolute control of hoisting and lowering speeds.



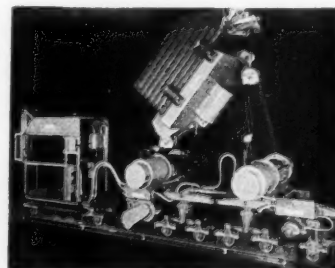
Lifting is accomplished by a hydraulic system incorporating the latest developments in this type of equipment, consisting of a gear pump driven by its own motor and connected to the lifting cylinder through suitable control and release valves. The control valves are of the metering type permitting absolute control of the speed at all times.

The standard simple lift is 60 in. The standard telescoping lift is 119 in. This new model should be very attractive to purchasers because of its ability to operate in aisles 61 in. wide. Manufactured by Baker Industrial Truck Div., of The Baker-Raulang Co., 2168 West 25th St., Cleveland, Ohio. DandW.

New Tilting Box Grab and Tramrail Carrier

A NEW tilting box grab and tramrail carrier which picks boxes up, sets them down, or empties them by tilting, all operations being manipulated by means of controllers in the cab, has been developed.

The equipment consists of a cab-operated Cleveland tramrail, motor-driven carrier with 2 independent hoisting units and motorized grab. The hoisting units make it possible to raise



or lower boxes as desired, and empty them as fast or as slowly as may be required.

The boxes used with the grab are provided with 4 suspension brackets, 2 on each side, as seen in the illustration. Motor-driven sliding latch bars in the grab may be extended into or retracted from the suspension brackets by the operator in the

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(See advertisement elsewhere in this issue.)
Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
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RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

TRAILERS (Motor Truck)

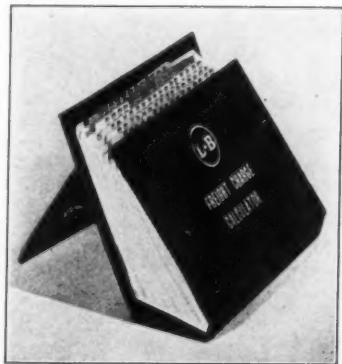
Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

cab. In operation, the grab is passed between the suspension brackets and stopped at proper position by means of heel of grab which is brought against end of box. Even at distance of 30 or 40 ft. below the carrier, boxes can be picked up or spotted in place early and quickly by the cab operator. No floor men are required. The suspension brackets make it possible to interlock the boxes, thus facilitating stacking in neat even tiers.

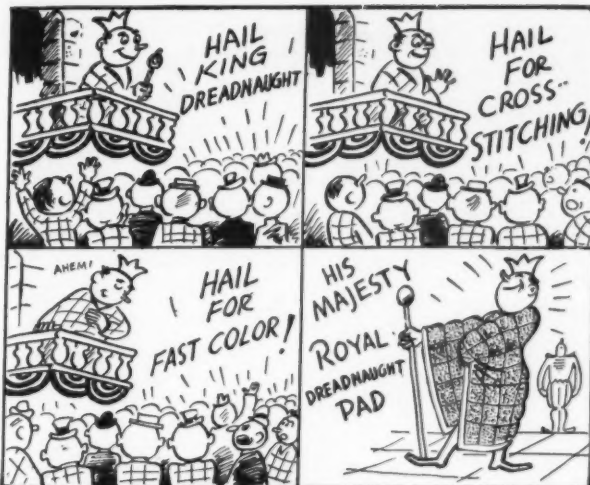
The unit illustrated was designed for handling 3 tons, although units of any size up to 5 tons capacity may be furnished. The carrier travels on arch beam rails at 300 ft. per minute. Tote boxes, spool boxes and other type containers may be handled with this equipment. Manufactured by the Cleveland Tramrail Div., Cleveland Crane & Engineering Co., Wickliffe, Ohio. DandW.

L-B Calculator Speeds Up Traffic Cost Figuring

DESIGNED principally to fit the needs of the transportation departments of shippers, or for billing and revision purposes by rail, water, or motor carriers, this L-B freight charge



calculator will in many instances replace or supplement devices already in use. The manufacturer claims that the calculator will, however, do the job faster, cheaper and more accurately.
(Continued on page 42)



DREADNAUGHT FURNITURE PADS

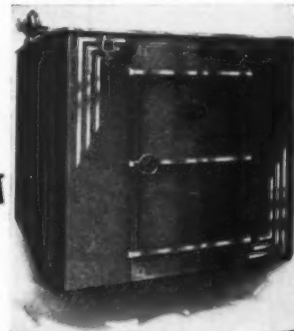
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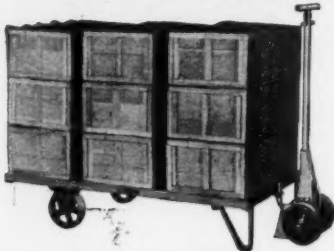
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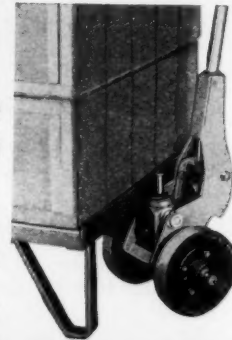
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1160 Division St. Faribault, Minn.

Fig. 421 LIVE SKID has two load-carrying wheels near one end, and steel legs at the other end. WITH FIG. 419 JACK the steel legs are raised off the floor and truck easily pulled or pushed when the load is to be moved. An ideal "set-up" for many factories, assembly plants, warehouses, etc.



Floor Truck Leadership Since 1891

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Drum)

The Colson Corp., Elyria, Ohio.

TRUCKS (Fork)

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS, HAND (Cartons & Cases)

American Pulley Co., 4270 Wissahickon Ave., Philadelphia, Pa.
Nutting Truck Co., 1160 Division St., W. Faribault, Minn.
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

(Continued from page 41)

The calculator was designed by a transportation man who wanted a low-cost, non-mechanical system, so simple that anyone might operate it with immediate and accurate results.

The following features are offered: 1—direct prefigured totals up to 10,000 lbs. by units and by 100-lb. steps; 2—prefigured totals for carload or truckload lots up to 70,000 lbs.; 3—immediate and accurate totals, with no mental disposition of fractions or shifting of decimals; 4—simplicity and ease of operation so that anyone capable of doing simple arithmetic may become expert in its use in a few hours; and 5—one-tenth the physical and mental effort of operation, as compared with using machine calculators, at less than one-tenth the cost.

The calculator is adaptable to other uses as, for example, the computing of weights based on gallonage, figuring on inventory, figuring discounts on merchandise purchased and checking and extending invoices before billing to customers.

The calculation sheets are bound in a metal hinged case with a heavy wire spreader when set up. The spreader may be quickly collapsed against the back of the binder when not in use. The price is \$17.50. For literature, write Systems, Inc., 53 W. Jackson Blvd., Chicago.—DandW.

Special Machine Speeds Moving of Heavy Machine Tools

LEWIS-SHEPARD SALES CORP., Watertown, Mass., announces a practical contribution to the problem of speeding up production under the Defense Program. Re-location, installation and renovation of extra heavy machine tools calls for a method of moving these awkward, often somewhat top-heavy structures with minimum risk, in minimum time and without great expense.

The Lewis-Shepard open end hydraulic lift truck has been adapted to this work. It accomplishes the job with greater safety and speed than ordinary mechanical trucks. It not only offers speed and safety in raising and lowering the loads; it



has extra wide spreading arms, special levers for picking up heavy objects of this kind which afford very little, often no opportunity for the use of skid platforms.

A special circular on the subject is available and will give you full details on the advantages, both "work-wise" and mechanical by this most timely and helpful machine. Already rapidly increasing in use, it will prove valuable in hundreds of different kinds of plants where heavy, awkward products or machines must be lifted and moved. For moving lathes and other heavy machine tools through the production line this special lift truck is of timely value. Manufactured by Lewis-Shepard Sales Corp., 295 Walnut St., Watertown, Mass.—DandW.

Two-In-One Steel Locker

DESIGNED for use in cramped quarters, or any installation where a saving in floorspace is an important consideration.

The illustration shows a group of 3 lockers affording ample accommodations for 6 persons. Fabricated from first-grade heavy gauge furniture steel to prevent sagging or warping. Frame members are spot-welded for strength and rigidity and



TRUCKS
FOR RANGES
REFRIGERATORS
PIANOS

and all kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

TRUCKS (Refrigerator)

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

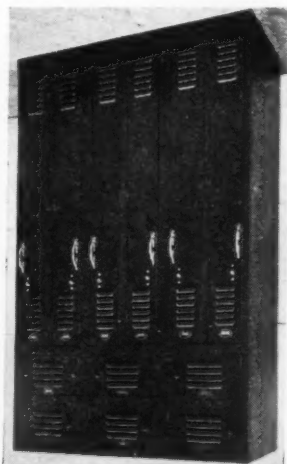
Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B. Long Beach, Cal.
(See advertisement elsewhere in this issue.)
Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

there are no rough edges, faulty handles, hinges, latching devices or other annoying defects. All nuts and bolts used in the assembly are cadmium finished to resist corrosion—even rubber bumpers are used at contact points to prevent banging doors.

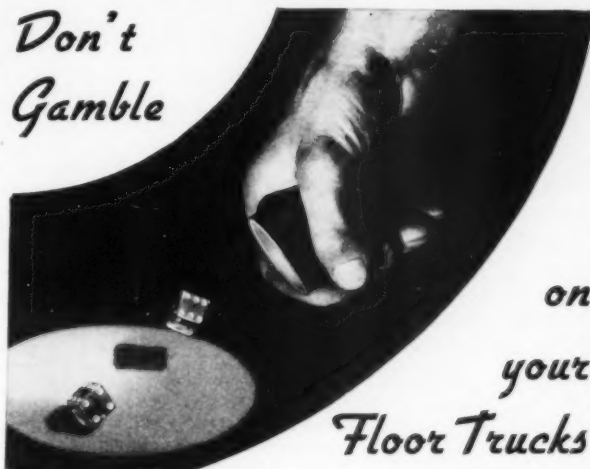
Each locker is 15 in. wide, 21 in. deep and 73½ in. high, including a 1½ in. base, and is divided into 2 coat compartments, each of which is 7½ in. wide, 21 in. deep and 54 in. high. Each



compartment is provided with 2 single prong coat hooks and a coat rod. The 2 hat compartments are each 15 in. wide, 21 in. deep and 9 in. high.

Flat key locks are furnished for each coat compartment door. When opened, it automatically unlocks a hat compartment. Manufactured by Penn Metal Corp. of Penna., 36 Oregon Ave., Philadelphia, Pa. DandW.

*Don't
Gamble*



on
your
Floor Trucks

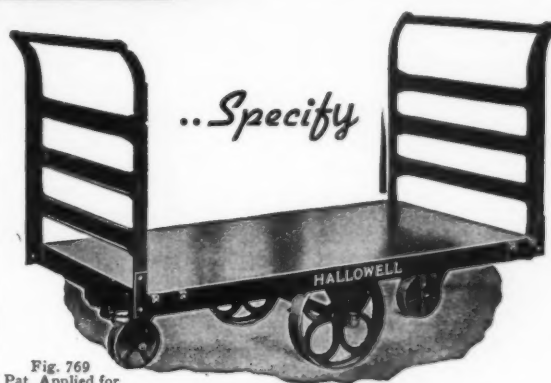


Fig. 769
Pat. Applied for

"HALLOWELL" STEEL TRUCKS

. . . the kind that are built to stand all the rough treatment your employees can give them and still be on the job ready for more.

Strength and durability are built into every member of this sturdy line of "Hallowell" Trucks. Dropped-on or heavy loads can't splinter or split their steel platforms and welded construction insures a permanently rigid unit. Wheels are designed to run smoothly and easily under all loads.

From the many models and styles available there are sure to be those exactly suited to your needs . . . so write for our bulletin and learn more about how "Hallowell" Trucks will pay for themselves in reduced maintenance costs alone.

STANDARD PRESSED STEEL CO.

JENKINTOWN, PENNA. Box 500

BOSTON • DETROIT • INDIANAPOLIS • CHICAGO • ST. LOUIS • SAN FRANCISCO

Rails Favor Vans for Household Goods Hauls

The Cleveland Furniture Warehousemen's Assn. held its 20th annual meeting at Hotel Carter, Oct. 14. With one or 2 exceptions, all members were represented. Thomas Heil, Jr., head of the Windermere Storage Co., was unanimously re-elected president of the organization for another year; Eugene R. Heil, estimator of Windermere Storage Co., was re-elected vice-president; and William H. Turner, secretary-treasurer of Lincoln Storage Co., was again re-elected to serve as secretary-treasurer. A unanimous vote of confidence was extended to president Heil and he was lauded for his sincere efforts during the past year.

Guest speaker of the evening was W. J. Symington, of the Erie Railroad and president of the Cleveland Freight Agents Assn. Discussing the railroads' attitude toward household goods, he said that where railroads used to carry considerable household goods, it is now insignificant. Furthermore, he said, the Erie railroad is not interested in getting this class of business. It is not a paying line and there are entirely too many claims. In moving its own men from place to place, the railroad generally advises moving by highway where the hauls are short. Ordinarily, it is cheaper to move today by highway because freight rates are higher than they used to be and the packing charges, etc., mount up, where household goods are concerned.

In the president's annual message, Mr. Heil commented on the better spirit of cooperation which exists today between the members. He discussed the Public Utilities Commission of Ohio's attitude favoring charges on a hundredweight basis, and the efforts of Ohio furniture warehousemen in proving this impractical. He likewise discussed interstate and intrastate regulations and the work of the Household Goods Carriers Bureau, with the problems of getting a proper tariff to work under. Mr. Heil recommended proper presentation of the industry's case for a tariff change at Columbus, following extensive study of both large and small operators. The Wages and Hours Law, he indicated, was still not clear in-so-far as it applies to such warehouse employees as watchmen, janitors, etc. Efforts have been made to get a ruling on this.

Vice-president Eugene R. Heil expressed the opinion that there should be an increase in storage rates, more in line with the services rendered, including handling, etc.

William Thomas, past president, reported a trifle increase in business. He likewise concurred in the belief that storage rates locally should be raised to a justifiable level. "Cleveland," he said, "is one of the lowest storage rate cities in the country despite the high labor costs. We are not now getting the storage we used to and what we do get is of the better class. Where we used to close most of the moving orders over the telephone, it is now necessary to go out and estimate. Such estimates cost money. According to the industry trend here, the public is gaining but we are losing and there is no justification for the unbalanced condition. Higher rates is the only fair answer." Most of the Cleveland association membership concurred in this feeling.—Fiske.

Urges Plant Shift to Mississippi Valley

Major-General J. K. Schley, chief of engineers, United States Army, urged the relocation of vital industries to the Mississippi Valley as a defense preparation, in his speech at the 22nd annual convention of the Mississippi Valley Assn., held in St. Louis, Mo., Oct. 14 and 15.

Major-General Schley stated that if the Nation is attacked, its armies "should be backed up by and be able to rely on the region between the Appalachian and

Rocky Mountains for their supplies and munitions." He also pointed out that every properly planned fortification must have several lines of defense, the final one a citadel of defense which would include basic supplies for the civilian population and for the military establishment as well as industries necessary to keep the Nation strong and virile through any war. "The Mississippi Valley," he said, "is naturally such a citadel. Years of work of deepening channels and otherwise improving the Mississippi River and tributaries have made the system ready for defense purposes."

Chester A. Gray, director of the National Highway Users Conference stated that the power granted the I.C.C. to fix maximum and minimum transportation rates makes it impossible for water transportation agencies to offer fullest rate economies. "The day is coming when the people through the ballot boxes will take the transportation question in hand. Legislators who flagrantly and consistently enact statutes, the main tendency of which is to magnify regulation and minimize competition, will be punished," Mr. Gray asserted.

Clover Farm Stores Consider Part in Defense

Approximately 1,000 members of the Clover Farm Stores organization, coming from over 20 States between Maine and Texas, met in their 14th annual convention at Hotel Carter, Cleveland, headquarters city, Oct. 14-16. The part of Clover Farm stores in the national defense preparations was one of the chief topics of the meeting.

Two important resolutions were passed. First, the organization expressed continued cooperation with the Food Stamp Plan in all territories where it is effective. Second, the Clover Farm group voiced unanimous support of the Federal Government's plan for voluntary stabilization of retail prices in the case of national emergency.

Highlight of this year's convention was the national affairs session on Oct. 15. Featured speakers on this program were Frank Bane, National Defense Commission member who is in charge of State and local cooperation; Rose Marie Kiefer, secretary-manager of the National Assn. of Retail Grocers; Ralph S. Headley, Federal food stamp plan executive; and many other speakers well known in the food industry.

Mr. Bane discussed ways in which the independent grocers could contribute to the welfare of democracy by fostering the comfort and happiness expected at home; by helping to develop employment, training and educational opportunities; in short, by helping to maintain the things which this country stands for. "Our social system," he said, "stands for 3 things: the preservation of individual liberties, the assurance of equality between people, and the necessary services which we should render to all. Our governmental system has been closely knit about the lives of all of us and we should maintain that system in the Nation."

Mr. Headley explained the operation of the Food Stamp Plan in cities where it has been adopted and discussed the entry of Cleveland under this plan. Over 1,500 territories are trying to get the stamp plan.

French Fox, president of Clover Farm Stores Corp., called for full cooperation between retailers and supply houses, and the maintenance of bright, clean stores and modern merchandising methods.

T. Blair Willison, executive vice-president and general manager of Clover Farm Stores Corp., stated that food merchants were anxious to stabilize prices on the basis of supply and demand and wished to avoid "price hysteria" such as was experienced in several food lines after the outbreak of the European War a year ago.—Fiske.

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Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING
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Member of A.C.W.—A.W.A.—N.F.W.A.

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**Commercial Warehouse Co.**

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Private Railroad Siding - Quick Service

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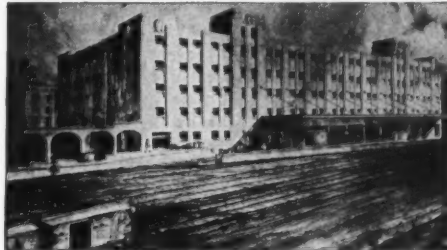
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Pool Car Service a Specialty—Motor Truck Service
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Merchandise—Household Storage• Absolutely
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Compartmented
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Pool Car Distribution

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Pool Cars and General Merchandise—Bonded
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Executive Control of Each Account**COLYEAR'S**
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LOS ANGELES WAREHOUSE CO.
316 Commercial Street
Household Goods

LOS ANGELES, CAL.

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Basement for
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340,000 Square Feet

56 Motor Trucks

New York

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**California Protests Freight
Rate Increase**

Port of Oakland, Cal., and producers and shippers of vegetable oils in the Northern Calif. area, have filed a protest with the Interstate Commerce Commission in Washington asking permission to intervene in a proceeding brought by cottonseed oil producers of the Gulf ports in which the Southern producers seek to increase transcontinental freight rates on all vegetable oil products.

Edwin G. Wilcox, head of the traffic department of the Oakland Chamber of Commerce, filed the petition in which it is stated that any disturbance of existing rates on coconut and other vegetable oils will be injurious to local shippers. The petition states that the entire output of cottonseed oil produced in Cal. is consumed in that State, hence is not competitive with imported vegetable oil products sold in out-of-state markets. However, in the matter of imported vegetable oil products, local refiners are in direct competition with Eastern and Gulf producers, and that should the transcontinental import rates be increased to the level of domestic rates it would jeopardize the large investment of coconut oil refiners in Cal. with a resultant loss to public carriers. In 1939 Port of Oakland received more than 100,000 tons of copra, approximately 25 per cent of its total imports.—Burns.

**Sugar, Coffee and Cotton
Keep Warehouses Filled**

San Francisco warehouses are still busy to capacity, chiefly with storage of sugar, coffee and cotton.

Suspension of most of California export business has resulted in very little movement over the docks of dried fruits, grain, and canned goods which formerly constituted major export commodities.—Gidlow.

**New Alcohol Rate Based
on a New Theory**

In its Decision No. 33514, covering rates for the transportation of alcoholic liquors between San Francisco and Oakland and the Los Angeles area, the California Railroad Commission for the first time clearly set forth a rate theory that is regarded as precedent-setting and likely to effect future decisions, inasmuch as it throws out cost as the sole basis for determining freight rates, and recognizes that rates on a high grade commodity may legitimately help to pay for lower grade commodities which can be moved at less than cost in some instances.

The case was one in which rails had requested lower rates for movement of alcoholic liquors between the points mentioned above. These rates were suspended by the Commission when the Truck Owners' Assn. of California entered a protest, claiming that the published rates were "unjust, unreasonable, insufficient and discriminatory." Hearings were held; burden of proof of the injustice of the rail rates was placed upon the trucking interests; among other findings, it was revealed that, out of 700 car movements, the rails were getting only 12 cars; and the Commission finally permitted the rail rates to go into effect so that the railroads would be placed on a competitive basis.—Gidlow.

Hughes Tool Co. of Texas has purchased a 40-acre tract in Long Beach, Calif., as site for a \$500,000 plant on which construction is to start in December. It will be the company's first West Coast factory, and will be used for the manufacture of airplane tools and parts and oil field machinery.—Herr.

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B. F. JOHNSTON, Gen. Mgr.

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Located in Central Manufacturing District.

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HOUSEHOLD GOODS EXCLUSIVELY
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Merchandise—New Furniture—Household Goods Storage—Packing—Crating—Shipping.
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Low Insurance Rate. Prompt, Efficient Service.


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One of New England's Largest Transportation Companies
Household Goods Packed, Stored, Shipped.
Merchandise Storage and Distribution.
Pool Cars Distributed in All Parts of Connecticut.

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Western Van Operators in Major Army Move

In the recent movement of personnel of Hamilton Field at San Francisco to Fort Douglas, Utah, a number of household goods movers were called upon to perform a major job, considered the largest physical moving operation that has ever been handled in the West.

The movement from Hamilton Field to Fort Douglas was due to the decision of the War Dept. to reorganize and decentralize all air fields in the United States. The transfer of the 7th Bombardment Group involved 105 officers, 841 men with 25 four-motored bombers of the "Flying Fortress" type. Also involved in this move were 39 men of the 88th Reconnaissance and 15 men of the 5th Air Base, as well as a number of officers.

According to the Bekins Van & Storage Co., San Francisco, which supervised the work, having been awarded the contract, household goods and personal effects of the Army personnel are moved at Government expense, either by rail or van, according to the preference of the individual. Because van operation involves less handling and offers an opportunity for greater efficiency at less cost, the contract was given Bekins. The following firms concurred in the contract: Peeters & Sons Van & Storage Service, Pierce Rodolph Storage Co. and the Yellowway Van Lines, of San Francisco; Ace Van & Storage Co., San Diego; Cole Transfer Co., Ogden, Utah; Redman Van Lines and Mollerup Van Lines, Salt Lake City; and the United Van Lines, Cleveland.

The movement commenced on Aug. 30 and, in accordance with the contract, all shipments had to be removed from Hamilton Field and the surrounding territory by Sept. 26. On Sept. 19, there were 8 vans being loaded with the final shipments. With these final shipments, approximately 700,000 lbs. of household goods and personal effects were packed and removed. This involved the use of 85 vans, 1,800 hours of packing, 800 barrels, 1,200 boxes of various sizes, 15,000 lbs. of excelsior and 5,000 lbs. of newspaper to do the preliminary house packing.

Questions Maritime Com. Jurisdiction Over Utilities

W. R. Jones, assistant port attorney for Port of Oakland, Cal., contends that the U. S. Maritime Commission has no jurisdiction over State or municipal utilities. Following the 3-day investigation conducted early in October by G. O. Bashom, Maritime Commission examiner, Jones announced that Port of Oakland would fight any increase in port storage rates the commission might recommend and would seek a court order to prevent enforcement if necessary.

As in a previous investigation conducted by the Commission last year, Oakland refused to submit its records in evidence. However, the Commission was permitted to inspect the port's books and to enter the figures as its own evidence. Port representatives at the 3-day hearing included: B. C. Allin, Stockton port director; Mark Gates, secretary of the State Board of Harbor Commissioners, testifying for Port of San Francisco; Jones for Oakland; Fred Parr for Port Richmond. Examiner Bashom will submit his report to Commission headquarters at Washington.—Burns.

West Coast Terminal Hearings End

Terminating Oct. 12, final hearings were held at the Empire Hotel, San Francisco, in connection with the investigation started last May into the lawfulness under the Shipping Act, 1916 (amended) of the services, rates, practices and operations of terminals in the San Francisco-East Bay area.

This case, which has been hanging fire since the

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W. E. EDGAR, Supt.

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Federal Trade Commission in 1936 instituted proceedings (docket No. 2526) along these lines, and which became active in January of this year, involves inquiry into the practices of some 15 San Francisco area terminals. Basis of the case is investigation of charges made for cargo in transit sheds at terminals.

Pier sheds are, of course, not warehouses and cargo is not permitted to be stored in these facilities whose purpose is exclusively for transit of cargo. Where consignee does not take immediate delivery of cargo from piers, demurrage or penalty charges are made. The claim in this case is that demurrage penalties in certain cases are too low, the Commission charging that the low pier rate is being used to attract traffic to certain docks, constituting unfair competition. All charges were heard, data on both sides presented, and decision will be rendered at an undetermined date.—Gidlow.

Sun Maid Raisin Group**Complaint on Boat Shortage**

Complaints of Pacific shippers of an acute scarcity of cargo space, Eastbound intercoastal, have elicited a promise of an investigation by the U. S. Maritime Commission.

West Coast shippers for months have complained of a definite shortage of tonnage for Eastern movement of certain products in the Atlantic-bound trade.

On file with the Commission is a complaint of the Sun Maid Raisin Growers Assn. to the practice of a 30-day prior booking system of the American-Hawaiian line. Failure to allot space and showing of favoritism to past customers are charged by the association. The line denied the latter charge and declared that to abandon prior booking would create a chaotic and impossible situation from an operating standpoint.

Still undetermined is the question of whether the commission will conduct a board investigation into the affair or assign individual investigators.—Herr.

Application Denied in**Cotton Warehouse Case**

The California Railroad Commission has issued an order denying the application of the San Joaquin Compress and Warehouse Co., Bakersfield, for a certificate, declaring that public convenience and necessity require the company to transact business as a warehouse for the storage of high density baled cotton in 2 warehouses owned by the Los Angeles Harbor Dept. at San Pedro, Cal.

Evidence submitted at a C.R.C. hearing in Los Angeles disclosed that the 2 warehouses have for several years been under lease to the American Cotton Co-operative Assn., whose headquarters are in New Orleans, and were used for several years for warehousing baled cotton. Since 1937, evidence revealed, the San Joaquin Compress and Warehouse Co. has operated and managed the warehouses under an agreement with the A.C.C.A. At the time of the Los Angeles hearing there were some 46,000 bales stored in the 2 warehouses, of which 43,000 bales were owned by the Commodity Credit Corp.

Evidence also disclosed that the rates proposed to be charged by the San Joaquin Compress and Warehouse Co. for storage and handling were identical with those which have been assessed at the same warehouses in the past under the management agreement with American Cotton Co-operative Assn., and identical also with charges assessed by the applicant for similar services at its public utility warehouse in Bakersfield.

Granting of the certificate was opposed by the Los Angeles Warehousemen's Assn., and, in part, by the Wilmington Transfer and Storage Co.

Charles G. Munson, secretary-treasurer of Los An-

(Concluded on page 53)

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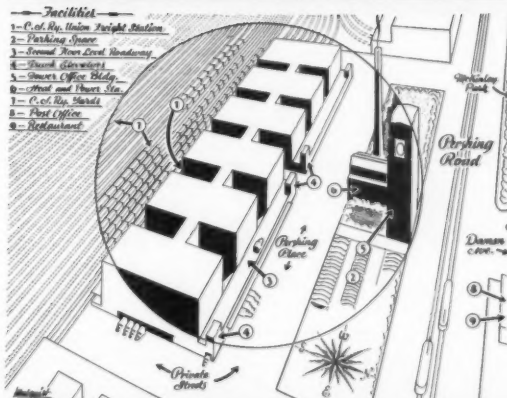
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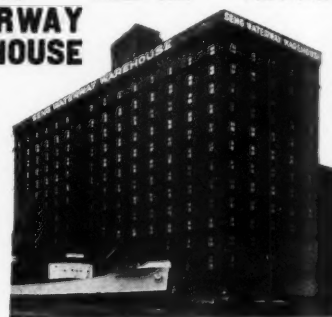
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Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—Fireproof
Represented by
National Warehousing Service

"THE
ECONOMICAL
WAY"

Cotton Warehouse Case

(Concluded from page 50)

geles Warehousemen's Assn., testified that members of his association had ample warehouse space available at Los Angeles Harbor and that the space was open for cotton storage, provided remunerative rates and charges could be obtained.

The Wilmington Transfer and Storage Co., submitted testimony indicating the company was not opposed to granting of the certificate providing it was specifically limited to the precise warehouses involved in the application and that rates established by the San Joaquin Compress and Warehouse Co. for handling and storage were comparable with those now assessed by 3 general warehouses now operating in the harbor area. These warehouses are the Crescent Warehouse Co., Ltd., Harbor District Warehouse Co., and Wilmington Transfer and Storage Co. Representatives of the latter company admitted at the hearing that rates and charges of these 3 warehouse firms are not entirely uniform, but asked that the applicant be required to publish charges higher than those proposed, and generally comparable to those of the other 3 Harbor District warehousing companies.

The Wilmington Transfer and Storage Co.'s testimony supported the contention of Mr. Munson and the Los Angeles Warehousemen's Assn. that warehousing facilities equal to those of the applicant are available at the harbor to accommodate whatever amount of cotton might be offered for storage.—Herr.

Sears, Roebuck Adds Extensively to Chicago Storage Facilities

Completion of a new Chicago warehouse for Sears, Roebuck & Co., gives the mail order firm an additional 220,000 sq. ft. of floorspace for storage facilities. This is the 3rd warehouse expansion to be undertaken by that company this year. Together, the various new quarters add 800,000 sq. ft. to the company's warehousing facilities in the home town.

The latest new structure has been built at 31st Street and Sacramento Avenue. One story in height, the building is 348 by 672 ft. in dimensions. It occupies an irregularly shaped tract of land whose 4 sides measure 450 by 903 by 483 by 727 ft. Together with the land, this warehouse is said to represent an investment of \$500,000.

To put the building under roof required just 42 working days from the time the ground was broken. Another 9 days witnessed completion of the reinforced concrete flooring, together with all heavy underground piping, a large basement boiler room, placing of boilers, etc.

This achievement is being cited to allay fears, expressed in some quarters, that new plants, vital to national defense, cannot be constructed quickly enough to meet the situation.

Earlier in the year the company began construction of a warehouse for the retail stores division. Located at 35th and Iron Streets, this warehouse contains 480,000 sq. ft. of floorspace and cost \$1,000,000. A 3rd new warehouse, obtained under lease at 3214-64 South Kedzie Ave., contains 100,000 sq. ft. of space.—Slawson.

Yellow Van, Wichita, Establishes Mdse. Storage Unit

The Yellow Van Transfer and Storage Co., Wichita, Kansas, has established a merchandise storage unit through the organization of the Metropolitan Warehouse Co., Inc., located at 301 So. St. Francis Ave. Murray E. Cuykendall, former manager of the Brokers Office & Warehouse Co., Wichita, and for over 20 yrs. associated with the merchandise storage business, is general manager.

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For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

SYKES TERMINAL WAREHOUSE
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MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

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ADVANCES MADE

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Prompt Delivery and Best of Service.

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SAME DAY DELIVERY SERVICE

Is a habit with us—not a boast. Stock forwarding ordered even as late as one o'clock is shipped the same day on through destination cars, via any railroad from any of the downtown terminals. No cartage expense.

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Best distributing point in Middle West

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The new warehouse is within 3 or 4 blocks of the business center, within a block or two of most all of the railroads and located on the Atchison Topeka and Santa Fe with a private siding. It is also in the center of the jobbing district. The building is of the mill type, with brick walls and composition roof. It is 120 ft. long and 50 wide, has 2 floors and a full basement. Other features include a sprinkler system and office and display space for customers.

Hand Book on
Packing for Export

Bruce Berckmans, Acting Director of the Bureau of Foreign and Domestic Commerce, has announced the publication of a new handbook covering the entire field of packing for export to serve as a guide to American manufacturers and shippers.

The new book presents the results of a nationwide study of all phases of packing and provides the most comprehensive description of current export packing methods that is available today, it is claimed. While designed especially for general use in export trade, the fundamental principles described and illustrated throughout the book are applicable to domestic packing and should be of distinct value to shippers engaged in domestic trade.

The new handbook, "Modern Export Packing," was prepared in response to many requests from American shippers and transportation agencies to present an up-to-date picture of modern packing practice and to replace the Bureau's older publication which has been unavailable for some time.

The first section of the handbook is devoted to a comprehensive discussion of the merits and uses of each major type of shipping container, be it a nailed wooden box, a crate, of cleated plywood, wire-bound, fibreboard, a bale, a wooden barrel, or a metal barrel or drum. Principles of modern construction and design for each container type are analyzed, commodities for which each container is particularly suited are enumerated, and numerous suggestions are given concerning the selection of the proper container for specific products and specific foreign trades. This section is particularly suitable for shippers who construct their own containers.

Following the first section there are detailed descriptions of the latest methods developed for the safe packing of several hundred representative American products now going into the export market. Sections are devoted to each of the leading commodity groups, including machinery, automotive products, electrical apparatus and equipment, chemical and allied products, agricultural implements, iron and steel manufacture, leather goods, foodstuffs, textiles, tobacco, rubber goods, paper products.

The commodity packing sections have been prepared with the cooperation of the country's most experienced shippers, exporters, packing engineers, and other experts, and represent the most comprehensive cross-section of actual packing methods that is currently available.

Following the commodity packing sections, much space is devoted to presenting the most recently available information on the number of subjects of prime importance to American exporters. These chapters include discussions of packing to secure the lowest possible customs charges, general discussion of economical export packing, foreign requirement for marks of origin on imports, recommendations for the proper marking of export packages, interior packing methods and materials suitable for this purpose, methods to be used to protect against pilferage and the damage caused by rust, corrosion and mildew. Special chapters are devoted to the use of parcel post and express facilities. An appendix contains brief descriptions of port conditions in 1,200 of the world's seaports to indicate if cargo-handling facilities are such as to require special precautions with regard to packing.—Manning.

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The Unauthorized Practice of Law

(Concluded from page 9)

From a report issued by the above named committee, the following is quoted: " * * * we recommend that progress in the solution of this problem be made slowly and patiently. We join with the American Bar Assn.'s Committee on Unauthorized Practice in condemning legislative attempts to restrict the practice before all governmental agencies solely to lawyers. That an attempt to pass such legislation persists is a fact."

Then, too, the House of Delegates of the American Bar Assn., in January, 1940, adopted a resolution advocating a reasonable attitude in the study of the problem relating to the unauthorized practice of law. The resolution closed with the following: " * * * endeavoring through full discussion of unauthorized practice, problems to secure wherever possible the cooperation of national associations of laymen in the acceptance of principles relating thereto * * *"

Thus, it can be seen that practitioners before the Interstate Commerce Commission, and others who are trained for appearance before Federal and State bodies, likewise should follow a policy of cooperative endeavor. (And, this includes all businessmen as they, too, have a stake in the problem.)

Nevertheless, all must be ready to take quick and positive action against legislative measures of a general, blanket character which may be introduced in Congress and/or the various State legislative bodies.

Despite the common-sense recommendations of the American Bar Assn. groups herein referred to, there remains the possibility that unjustifiable legislative bills may continue to be introduced and hard-hitting efforts be made to have them adopted.

The foregoing statement is borne out by the fact that during 1940, similar bills came before the U. S. House of Representatives and also the New Jersey State Assembly. That both measures were not passed was due to the alertness of the non-lawyers (laymen) and those members of the legal profession who understand that such legislation would be dangerous to the public interest. Also, it should not be overlooked that commendation is due those legislators who vote against these "lawyers' monopoly bills," or keep them "buried" in committee files.

The solution of the problem of unauthorized practice of law "can be accomplished by good judgment"—not by the enactment of legislative measures of a broad, vague and general nature which are wrong in principle.

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increased volume necessary to justify "deals" and merchandise premiums.

As the author points out, few know how to compute the added volume needed to compensate for price discounts or added direct costs. The volume requirements vary both with (a) the per cent of price-discount or cost increase, and (b) with the original gross margin of profit. Mr. Rucker developed a decade ago the price-volume compensation formulae for computing such volume increases. In the new hand book, he provides the means to determine volume increases under every possible condition without any computation whatever.

Determination of volume increases is accomplished by 6 calculator charts, size 9 by 12 in., printed in 2 colors on index bristol board and incorporated in the hand book.

To find, for instance, the added volume necessary to justify a price discount of 25 cents per pair by a shoe manufacturer, one simply consults a calculator chart and reads off the answer (without computation) according to his individual margin percentage and percentage price-discount. To find, for example, the added volume needed to offset a 5 per cent advertising allowance or a "deal" with one case free with 6, or to offset increased social security taxes or sales bonuses, one simply looks up the answer on a calculator chart.

The manual is bound in hard covers with plastic binding, with 6 cellophane-surfaced 2-color calculator charts, and with a complete but brief explanatory text. The price per copy is \$5.

The History of Insurance*(Continued from page 11)*

eval insurance which had a political or social origin.

As the guilds became stronger and better able to cope with the power of the overlords, they assumed a political aspect hitherto unsurpassed by a bourgeois population since the rule of the Roman Senators. The wealthier members of the population in the cities of Northern France and what is present-day Holland and Belgium, demanded political equality with their local seigneurs. When a local lord went to the Crusades, he had to turn over his rule to someone, as communications were uncertain and dilatory. In many cases these duties were assigned to a guild, which, having enjoyed the benefits of power, was very reluctant to relinquish it again to a despotic ruler whose arbitrary laws hurt both their business and their self-respect.

In the 12th century the guilds grew rapidly until they were the only political institutions in such towns as Ypres, Ghent, and Bruges. A document dated 1241, discovered in the town of Furness, shows that fire insurance had already been established by the wealthier members of the guild of this town, the overlord, the Count of Furness, himself participating in the agreement. Contributions to the fund were levied on a pro rata basis according to the assessed value of the property of the individual members.

Transit and inland marine insurance finds its origin in the early part of the 14th century. It started as a tribute levied by the seigneurs on the goods passing through their domains. This tribute was exacted as a "special tax" in return for which, during a specified time, such as a fair, public festival, etc., the overlord guaranteed all merchants traveling through his land against loss by fire or theft. Very few overlords ever paid a theft claim, as usually they were the biggest robbers in their domains, and the contract merely assured them a steady income without the trouble of robbing the merchants personally.

The law records of 15th century Flanders begin to show numerous insurance suits. Some of the earliest contracts of this period are quite similar to modern

(Concluded on page 62)

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Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus FruitsB. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.Member { A. W. A.
M. W. A.Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. G. Hyland, V-Pres.

**HARTFORD DESPATCH
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

SPRINGFIELD, MASS.

MEMBER

**J. J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks**Dowzer Purchases Merchants Transfer
Hutchinson, Kans.**Merchants Transfer & Storage Co., Hutchinson,
Kans., has been purchased by Orville Dowzer, head of
the Dowzer Construction Co.Loren O. Ferguson, former owner of the truck line,
has gone to the Gulf to recuperate from an illness of
several months. Roy F. Spencer has been appointed
manager of the company.—Schulte.**Sudden & Christenson
Move to Portland, Ore.**The Pacific-Northwest headquarters of Sudden &
Christenson, shipping firm, have been moved from
Seattle, Wash., to Portland, Ore. E. S. McGrath has
become the company's Pacific-Northwest manager, re-
placing Hubert Bode, retired.The company represents the Arrow Line, intercoastal
lumber and general freight service; and the Klaveness
Line, trans-Pacific service and former agent of the
Hamburg-American Line.—Litteljohn.**New Oklahoma City Warehouse**The Southwest Warehouse, Inc., recently incorporated
with a capitalization of \$10,000, has a 3-story ware-
house at 19-21 East California St., Oklahoma City, Okla.
The building is of fireproof construction and equipped
with a sprinkler system.The company operates 3 trucks and specializes in gen-
eral merchandise and pool car distribution.R. E. Nixon, at one time in charge of traffic for
Armour & Co., is president. Other officers are: vice-
president, A. W. Jenkins; secretary-treasurer, B. A.
Fost. Robert Nixon is office manager and C. Ferguson
is the warehouse foreman.—Van Horn.

Power Industrial Trucks

(Concluded from page 16)

the same time, speed up the transportation of materials, has opened a new field for progressive men who can visualize problems in their entirety. Investigation reveals a constantly increasing number of plants selecting men within their own organizations to study their problems and make recommendations as to the best systems and equipment to install for performing important production and transportation operations.

"Traffic men should be awake to the possibilities for the expeditious handling of goods—raw, semi-finished, and finished—which exist in the materials handling equipment field. It is not intended that the traffic manager should qualify as a materials handling engineer, but rather that he should be cognizant of all methods and devices which may in one way or another, aid him in the solution of his problems.

"Traffic Manager Should Be Informed. Many plants are considering the more extensive use of materials handling equipment. With this in mind, the traffic manager should be conversant with all the types of equipment which have been placed on the market, as well as with new developments. Much valuable data can be collected from advertisements in trade papers and industrial magazines."

Therefore, every executive, who is interested in the subject of materials handling, will find this new Material Handling Handbook, published by The Industrial Truck Statistical Assn., a very valuable book for reference.

New Lake Freight Car Carrier

The City of Midland, new \$2,000,000 streamlined flagship of the Pere Marquette's Lake Michigan fleet, was launched Sept. 18. The vessel has a carrying capacity per trip of 34 loaded freight cars, 50 automobiles and 376 passengers. The City of Midland, starting early in 1941, will operate 2 round trips daily between Ludington, Mich., and Manitowoc, Wis.—W.T.N.B.

"America" in East-West Service from N. Y.

The United States Lines has announced that its 34,000-ton vessel, AMERICA, largest and most luxurious vessel in this country, will be on the New York-San Francisco run in February of 1941. The America will start from New York Feb. 5, to arrive in San Francisco Feb. 19. The vessel is scheduled for 2 sailings on the New York-San Francisco run.—Gidlow.

Another Line Without a Country

The efficient Oranje Line, operating its newest and most modern fleet between Continental Europe direct to Chicago via Montreal, is another ship line without a country.

Its Flagship, Prins Willem III, after being held up more than 3 mos. in the Chicago Harbor adjacent to North Pier Terminal, its Chicago terminus, has been released and complications ironed out, permitting the ship to proceed to an Eastern port.

The Dutch crew, refusing to operate in trade to England, will be taken off on arrival at an Eastern Canadian port.

DETROIT, MICH.



Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 828
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

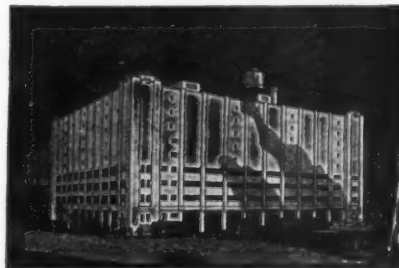
GOLDEN JUBILEE

1891 1941

GRAND TRUNK WAREHOUSE & COLD STORAGE COMPANY

DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway



Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New	Trunk Line
Ultra-Modern	Terminal
Plant	Complete Service
Continent-wide Connections	

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

DETROIT, MICH.

Established 1935

COMMERCIAL WAREHOUSE, INC.

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding & car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

DETROIT, MICH.

Henry & Schram Storage & Trucking Company*"The Warehouse of Service"*MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION

Private Siding on
Wabash—Canadian Pacific—Pennsylvania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING
and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

**LEONARD-DETROIT
STORAGE CO.**

Established 52 Years

STORAGE WAREHOUSES
ALL OVER DETROIT

Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office
2937 East Grand Boulevard

Telephone Trinity 2-8222

The History of Insurance*(Concluded from page 58)*

marine insurance contracts in both wording and coverage. The first modern stock insurance company was established in the city of Bruges, Flanders, in the year 1310 by the Count of Flanders. The Count organized what was known as the "Chamber of Insurance." A merchant could, if his credit and experience justified it, obtain marine insurance for any one or all of the perils of fire, theft, piracy, shipwreck, leakage, etc. Concurrent with the rise of the guild system in Flanders and the Low Countries and the subsequent revival of trade, came intensive stimulation of commerce in the Northern Mediterranean, particularly in cities like Marseilles, Genoa, and Venice during the 11th, 12th, and 13th centuries. Trading between these 2 great centers increased very rapidly, traders even daring to sail into the open Atlantic, through the Straits of Gibraltar to the commercial cities of the Mediterranean. There was also much trade along the famous "Nord-Sud" route through the Brenner Pass up to the growing commercial center of Lyons, through Paris to Flanders. Naturally, insurance was soon adopted by the merchants of the Mediterranean after the fashion of their Northern competitors.

During the 15th century, trade and insurance found a great impetus in the growing national States of Europe. Isolated communities that had formerly been able to protect their merchants and traders, no longer were strong enough to guarantee the safety of vessels thousands of miles from their home ports. National States soon took their place. The kings of Spain, Portugal, France, England, etc., became interested in expanding their empires and found that this expansion could only be profitable if merchants followed in the footsteps of the army. The kings passed laws allowing insurance on ships by underwriters, and, if none could be found, the kings themselves underwrote the risks.

By the 16th century, insurance under royal patronage had become a well established commercial practice all over the continent and England. A remark of the famous Lord Keeper of the Seals, Francis Bacon, in 1588, shows how important a part insurance had come to play in commercial activity: "Doth not a wise merchant in every adventure give part to have the rest assured?" Men had come to realize that insurance was a necessary part of economic life and that it meant a renunciation of a part of the profits in order to protect themselves. It appears that the ancient system of insurance devised by the Phoenicians, "bottomry," whereby the insurer participated in the profits was still in existence. During this period of rapid commercial expansion, the loss rate was very high, but profits were even higher. A merchant realized anywhere from 300 to 400 per cent profit on a successful venture, and profits of 1,000 per cent were not uncommon.

By 1600, insurance had come a long way from its early inception in the Eastern Mediterranean over 1,200 yrs. before the birth of Christ. It had developed from the rather crude "bottomry" through the very slowly developed guild system to the individual underwriter who was to develop and control the business for more than 300 yrs. Many people have mistakenly considered England as the birthplace of insurance, but insurance reached England already highly developed and explored by countries, like Portugal, Flanders, Genoa, Venice and the Low Countries, which had preceded her in the great colonial and commercial activity of the later Middle Ages. But none-the-less, insurance, as the world knows it today and particularly as we of the United States know it, owes much to this island, seafaring kingdom where it was developed and highly refined to suit the needs of modern business.

DETROIT, MICH.

*"Located Heart Jobbing District"***RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.

58 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

AN ASSOCIATED

Member—Associated Warehouses, Inc.

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In Greater
DETROIT
THE BEST IS
★ **U.S.** ★

A modern, financially sound warehouse offering unequalled facilities for both dry and cold storage. Fireproof construction, located on the Michigan Central railroad in the heart of Detroit's markets. Pool car service. Storage in Transit privileges. Desirable office space available for your Detroit headquarters.

UNITED STATES WAREHOUSE COMPANY
1448 WABASH AVENUE PHONE RANDOLPH 4730

DIVISION OF
UNITED STATES COLD STORAGE CORPORATION
—CREATING—
UNITED STATES COLD STORAGE & ICE COMPANY
CHICAGO

UNITED STATES COLD STORAGE COMPANY KANSAS CITY
UNITED STATES COLD STORAGE COMPANY DALLAS
UNITED STATES WAREHOUSE COMPANY DETROIT

UNITED STATES COLD STORAGE CORPORATION
CHICAGO DALLAS DETROIT KANSAS CITY

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru ColumbiaRepresented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PH. 8-0068 1523 NEWBERRY AVE. MON. 3531

LANSING, MICH.

Established 1919

FIREPROOF STORAGE CO.

430-440 No. Larch St., Lansing, Mich.

Merchandise and Household
Goods Storage—Modern Fireproof Building—
Pool Car Distribution—Private Sliding
P.M.R.R.Trucks for Local Deliveries
Member of A.W.A.—May W.A.

LANSING, MICH.

LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)

LANSING, MICH.

MICHIGAN BUTTER & EGG CO.

703 E. Kalamazoo St.,

Cold Storage & Merchandise Warehouse

Pool Car Distribution

Private Sliding Michigan Central R. R. and
Pere Marquette R. R.
Member AWA cs

SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL - WAREHOUSE CO.

1840 No. Michigan Avenue

SAGINAW, MICHIGAN

Represented by
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MINNEAPOLIS, MINN.

A.W.A.—N.F.W.A.—Minn. N.W.A.

KedneySTORAGE HOUSEHOLD GOODS
10 HENNEPIN AVE.**WAREHOUSE CO.**

MERCHANDISE STORAGE, 617 WASHINGTON AVE., NO.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
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MINNEAPOLIS, MINN.

**MINNEAPOLIS TERMINAL WAREHOUSE CO.**STORAGE — TRUCKING — POOL CAR
DISTRIBUTIONNew York
ChicagoComplete Facilities At The Three Important Centers
Minneapolis Midway St. Paul

MINNEAPOLIS, MINN.

**CENTRAL and
COMPLETE
FACILITIES**Merchandise warehouse completely sprinkled—U. S. Custom and State Bonded.
Pool cars distributed.

Close to metropolitan Minneapolis and St. Paul, Northwestern Terminal places at your disposal 15 trucks, 10 tractors and 35 semi-trailers—complete motor equipment.

NORTHWESTERN TERMINAL CO.

600 Stinson Blvd.

Member: MINNEAPOLIS N. W. A. Minneapolis

MINNEAPOLIS, MINN.

MERCHANDISE STORAGEFor Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage

100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St.

Minneapolis, Minn.

ROCHESTER, MINN.

903 6th St., N. W.

Phone 5236

**CAREY TRANSFER & STORAGE**Bonded Warehousemen
Complete Warehouse Facilities for Storage & DistributionMERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODSModern Buildings. Private Siding CGWRR Co.
MOTOR TRUCK SERVICE
Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

A COMPLETE WAREHOUSING SERVICEMerchandise Storage — Cold Storage
Pool Car Distribution
Industrial Facilities

Situating in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

CENTRAL WAREHOUSE COMPANY

739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nestor 2831

Represented by DISTRIBUTION SERVICE, INC.
219 E. N. Water St. 100 Broad St. 825 Third St.
CHICAGO NEW YORK CITY SAN FRANCISCO
Phone: Superior 7180 Phone: Phone: Sutter 3461
Bowling Green 9-0986

ST. PAUL, MINN.

A.W.A.—N.F.W.A.—Minn. N.W.A.

Kedney**STORAGE
MDSE. & HOUSEHOLD GOODS****WAREHOUSE CO.**

8th and John Sts.

Represented by
NEW YORK BILLY DISTRIBUTION INC. CHICAGO
11 WEST 41ND ST. PHON. 6-0957 1325 NEWBERRY AVE. MOUNSON

JACKSON, MISS.

**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODSModern Buildings. Sprinklered. Private Siding ICRR Co.
Low Insurance Rate
MOTOR TRUCK SERVICE

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING**

KANSAS CITY, MO.

In Kansas City

**it's the A-B-C FIREPROOF
WAREHOUSE CO.**Distribution Cars are so handled as to
carefully safeguard your own interests
and those of your customers.

Three Fireproof Constructed Warehouses

Member of N.F.W.A. Agents, Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight For-
warders and Distributors
via rail or daily motor ser-
vice to entire Southwest.MEMBER OF
American Chain of War-
houses
American Warehousemen's
Association - Traffic Club
Chamber of Commerce**ADAMS**
TRANSFER & STORAGE CO.
"Surrounded
by the
Wholesale
District"
UNION
TRUCK
TERMINALS
228-236
West Fourth St.

KANSAS CITY, MO.

50TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

A.D.T. BURGLAR ALARM

LOWEST INSURANCE RATES

COOL ROOM FACILITIES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

Character Capacity Capability

MERCHANDISE

STORAGE

DISTRIBUTION

**MERCHANDISE
WAREHOUSES, INC.**

St. Louis Ave. and Mulberry St.

KANSAS CITY, MO.

Established 1903

The Only Way Transfer & Warehouse Co.
1400-10 ST. LOUIS AVE.

STORAGE

Two Sprinklered
Warehouses, A.D.T.

CARTAGE

Local Hauling
Modern TrucksPOOL CARS: Large enclosed Terminal for unloading
Cars. Prompt Service.

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.

1015-19 Mulberry St.

Merchandise Storage—Drayage—
Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.
Norman J. Sipe, V. P. & Secy.**WALNUT WAREHOUSE, Inc.**

2020-24 Walnut St.

"Right in the Midst of Business"

Most modern warehouse in Kansas City with excellent facilities for
efficient service.

Catering to national accounts.

MEMBER: A.W.I., M.W.A., K.C.W.A.

ST. LOUIS, MO.

Merchandise Storage and
Distribution.Track Connections with All
Rail and River Lines.**RUTGER STREET
WAREHOUSE, INC.**
MAIN & RUTGER STS.

A.D.T. Burglar Alarm.

200,000 Sq. Feet of Service
BONDED Low InsuranceOffices:
New York
Murray Hill 9-7645
Chicago
Franklin 6263**TRAFFIC
MANAGERS SAY**"The writer looks forward each month to read-
ing D and W magazine, and very heartily
recommends it to any industrial or commercial
organization whether said organization maintains
a Traffic Department or not, as there is much sub-
ject-matter therein which will prove very enlighten-
ing to those progressive individuals who are interested
in the great accomplishment of the manufacturing
and industrial fields of today."

Waterways & Terminals

(Continued from page 25)

all rail routes. The petitioners also state that shippers are considering using barges for blackstrap shipments, adding that the elements of competition for the railroads which such consideration presents have spurred the carriers to action.

Canal Traffic Gains

Traffic through the Canadian and United States locks of the Sault Ste. Marie canals increased to 13,713,289 tons in August from 10,551,560 in the same month last year. The chief factor in the rise was the heavy increase in downbound iron ore, which rose to 10,793,657 tons from 7,428,777 tons last year, a gain of 45 per cent. Wheat shipments were also heavier, while other grains and soft coal declined, according to the Dominion Bureau of Statistics. Welland Ship Canal traffic increased to 1,819,720 tons in August from 1,712,809 tons a year ago. Soft coal, petroleum and other oils showed substantial tonnage gains.

Plan New Barge Terminal

A site is being cleared for a new barge terminal for the Tennessee Coal, Iron & Railroad Co., Mobile, Ala. The terminal will cost about \$50,000.

Jacksonville Scrap Trade

More than 250,000 tons of scrap iron have been exported from the Port of Jacksonville in the past 4 yrs., according to the local Army Engineers' office at the Florida seaport. During the calendar year ended Dec. 31, 1939, a total of 33,730 tons was moved out. Figures for the current year to date have not yet been compiled. The total amount of foreign commerce for the port during 1939 was 533,315 tons.

State-Owned Barge Terminal Leased 5 Yrs.

The State-owned Chicago Marine Package terminal, on the South branch of the Chicago River, has been leased for 5 yrs. to the John I. Hay Co., 332 So. Michigan Ave., barge line operator, Charles P. Casey, director of the State department of public works and buildings, announced.

The terminal has been little used since its construction in 1935. Under the terms of the lease the State will receive \$6,000 rental until Sept. 1, 1941, when payment will be changed to a tonnage basis with a minimum guarantee. The terminal, with offices at 2700 Robinson St., can handle 100 freight car loadings a day.

Galveston District Shows Expanded Export Business

The Galveston customs district dropped behind New Orleans in the value of its exports during the first 7 mos. of 1940, but even so did 21,053,297 more export business than in the same portion of 1939, according to the Dept. of Commerce.

The value of exports through Galveston amounted to \$118,933,567 in 1939, while the same portion of this year saw exports of \$139,986,866. Imports for the same part of 1939 totaled 16,334,631, and for 1940 amounted to \$17,633,067.

Barge Canal May Set Cargo Record

The rate of shipping to date through the New York Barge Canal suggests the highest tonnage ever moved through the waterway for this season, according to Canals Commissioner Guy W. Pinek. Figures are now nearly 100,000 tons ahead of last year.

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates **Twenty-five acres of space**
Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines.
Covered railroad docks, capacity 100 cars daily.
Spacious truck docks facing wide streets to speed up service locally and beyond.
State and U. S. Custom bonded.
Twenty floors office space in connection.
Our prices comparable with other warehouses in this territory.
Storage available on lease or tariff basis

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.

Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.



Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1, U. S. Customs Bonded and Tax Paid Space under same roof.

Complete Distribution Service—Low Insurance Rates—A.D.T. Ser.

Your inquiries will be given prompt attention.

ST. LOUIS TERMINAL WAREHOUSE CO.

826 Clark Avenue

St. Louis, Mo.

MISSOULA, MONT.

Distribution Center for Western Montana

REELY'S

General Storage
and
Freight Terminal



MEMBER OF
A.W.A.
N.F.W.A.
MONT. T. & S. A.
O.M.F.G. LISTING



Distribution Specialists for 35 Years

HASTINGS, NEBR.

MEMBER



1876

1940

BORLEY'S

Storage & Transfer Co., Inc.

Pool Car Distribution

FIREPROOF BONDED
STORED OR SHIPPED

LINCOLN, NEBR.

1889 51 Years of Continuous Service 1940

Merchandise and Household Storage—Pool Car Distribution
We operate Thirty Trucks and have connections to all points in the State.
Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.
We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co.
Lincoln, Nebr.
301 N. 8th Street

Grand Island Storage Co.
Grand Island, Nebr.
311 W. 4th Street

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Member
American Warehousemen's Association

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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R. J. MAYER, PRESIDENT
CENTRAL STORAGE & VAN CO.
 MAIN OFFICE . . . 1101-13 JACKSON ST.
COMPLETE WAREHOUSING SERVICE
 FIREPROOF WAREHOUSE . . . TRACKAGE . . . MOTOR TRUCKS

OMAHA, NEB.

FORD BROS. VAN & STORAGE COMPANY
 1024 Dodge Street
 Omaha, Nebraska
 Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.
 Member of N.F.W.A. and A.W.A.
 Represented by **ELIOT DISTRIBUTION INC.**
 NEW YORK 432ND ST. NEWK 4-0946 CHICAGO 1523 NEWBERRY AVE. MON353B

OMAHA, NEB.

GORBON
 Storage
 Warehouses, Inc.
Merchandise and Household Goods
 Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.
Main Office, 219 N. 11th St.
 Member: A.W.A.—N.F.W.A.
 Agents for Allied Van Lines, Inc.

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire
NASHUA, N. H. McLANE & TAYLOR
CONCORD, N. H. Bonded Storage Warehouses
 Offices 624 Willow St.
 General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities. Pool Car Distribution
 Direct R. R. Siding, Boston & Maine R. R.

NASHUA, N. H.

Manchester, N. H. — Concord, N. H.
JOHN W. McLAUGHLIN
 Bonded Fireproof Storage
 OFFICE — 9 OTTERSON ST. — WAREHOUSE
 Household Goods & Fur Storage
 Moving—Packing—Shipping—Rigging

HOBOKEN, N. J.

HOBOKEN DOCK CO.
 General Offices: No. 1 Newark St.
 General Merchandise Storage and Distribution
 Piers—Railroad Sidings—Factory Space
 Correspondence Invited

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A total of 3,022,083 tons had been shipped through the waterway for the season through the middle of September. This compared with 2,942,589 tons for the same period last year. The figure for this year is held particularly impressive, since navigation started a month later than last year.

The Oswego division of the canal has shown the greatest increase in shipping, the movement rising to 504,980 tons from 357,361 tons in the season through mid-September last year. The Cayuga-Seneca division reported a gain of about 1,600 tons, the Champlain division an increase of nearly 9,000 tons, but the Erie division slumped 78,500 tons.

Munitions shipments, passing over the canal for the first time since the World War, were partly accountable for the increased traffic this year, according to Commissioner Pinck. Because of this traffic, photographers have been forbidden.

Cleveland Harbor Project Hearing

A 90-day continuance of the hearing on the modification of the Government's Cleveland Harbor project was ordered by Maj. Philip G. Bruton, district engineer, shortly after interested parties present agreed such was the best course. The modification sought by Cuyahoga River and shipping interests involves supply by the Government of part of the funds for widening or replacing bottleneck railroad bridges over the river. During the 90 days' stay, the record will be brought up to date, data gathered and test condemnation proceedings inaugurated involving one or more bridges for which improvement is deemed most urgent.

N. Y. City Warehouses on Map

Frank Leahy, retired customs deputy collector and now executive vice-president of the Warehouse Association of the Port of New York, has prepared a map of the port on which has been noted the location of all bonded and free warehouses. It is the purpose to make it more convenient for importers and shippers in determining the storage places best situated with reference to piers and other shipping terminals.

Richmond Terminal Dedication

Federal, State and city officials participated in the dedication and formal opening of Richmond's new \$2,500,000 Deepwater Terminal on Oct. 16, the ceremonies featuring the 33rd annual 3-day convention of the Atlantic Deeper Waterways Assn. in Virginia's capital.

The Deepwater Terminal is the last link in the James River improvement program, completed at a cost in excess of \$6,000,000, which will give Richmond physical facilities to make it one of the Nation's leading inland ports. The historic river now has a channel 25 ft. deep from Richmond to the sea, and a turning basin at the terminal which can accommodate ships up to 650 ft. long.

The new terminal, located a little less than 4 miles downstream from the corporate limits of Richmond, is linked with the city by a 120 ft. State highway. It is ready for business having a 1,250 linear feet concrete wharf wall, 8 miles of rail connections and yard tracks, 2 fire-proof warehouses with approximately 5 acres of storage space under one roof, connecting highways and adequate freight handling equipment, including a giant electric crane and 2 Diesel-electric switching engines.

Richmond's Deepwater Terminal will be privately operated, Gamble M. Bowers, director of the City's Department of Public Works, having awarded the contract to Richmond Waterfront Terminals, Inc., operator of the city's intermediate terminals in the upper harbor.

The Atlantic Deeper Waterways Assn. held its convention in Richmond, Oct. 14, and was attended by delegates from most of the Eastern States.

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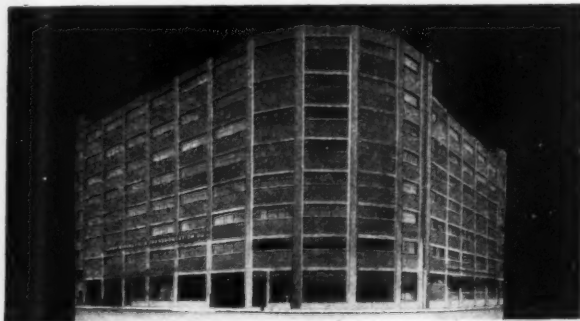
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Warehouse Trade Zone Stand Upheld

Conceding that no interest of the Federal Government may be involved in restriction of Foreign Trade Zone functions to development of re-export trade, a limitation implied in bills pending before Congress, Frank Henderson, president of the Warehousemen's Association of the Port of New York, recently contested the action of the Dept. of Commerce and the Maritime Commission in opposing the proposed legislation.

"There is at stake the vital and material interest of the taxpaying warehouse industry of New York in the operations as at present conducted in the Foreign Trade Zone at Stapleton, Staten Island," Mr. Henderson said after granting the premise on which the Commerce Department based its stand against the legislation.

"The department has seen no Federal interest in bills that would require cities and other operators of Foreign Trade Zones to restrict their business to storage of dutiable foreign merchandise and to limit the amount of domestic merchandise and non-dutiable foreign merchandise they can handle to products that are going to be mixed with such dutiable foreign goods."

"The last published report of the disposition of cargo in the zone during 1939 discloses that the total value of transshipments therefrom was \$546,540, while 'out of storage' (and these are the words as they appear in the report) the value aggregated \$23,481,618," according to Mr. Henderson. "It will thus be seen that the zone, constituted approximately 2 1/2 per cent of the transactions therein, the balance representing simple storage, a great portion of which would ordinarily have found lodgement in the established warehouses of the Port of New York but has been thus diverted to the zone, which, by reason of its being a city subsidized institution is in position to compete unfairly and injuriously with the warehouses of New York."

"The warehousing industry, backed by an investment of over \$75,000,000 and contributing yearly real estate taxes of upward of \$2,000,000, is one operating at best on a narrow margin of profit—often and for extended periods at a loss. It is distinctly an industry of service, indispensable in time of peace and a strong arm of defense in time of war and, as such, it feels it has the right to look for the encouragement of support of city, State and Nation and that no barriers should be erected to prejudice its legitimate interest," concludes the president of the N. Y. warehousemen's group.

Port Men Hear Railroads Can Meet Defense Needs

The railroads of the United States are prepared to handle any and all increases in traffic arising from the National Defense program, M. G. Gormley, an executive of the Association of American Railroads, declared at the annual convention of the Association of Marine Terminal Operators, Atlantic Ports, in the Hotel Baltimore, Oct. 11.

Representatives of virtually all the major ports on the Eastern seaboard attending the convention were welcomed by Commissioner John McKenzie of the New York City Dock Dept. W. P. Heddon, of the Port of New York Authority, who was succeeded by L. I. Howell, of Philadelphia, as president of the association, presided.

"We are certain," Mr. Gormley said, "that the railroad plant will be kept ahead of demands of traffic and the transportation involved in the defense program will not interfere in any way with the transportation of ordinary commercial traffic."

He said that as a result of cooperation between the railroads, port authorities, shippers and steamship lines, the rail carriers can handle without difficulty "twice as much export traffic as is now being moved."

Thomas J. Lyons, chief of the transportation division, Bureau of Foreign and Domestic Commerce, of the United States Dept. of Commerce, another speaker, said that in the first 8 mos. of this year, American foreign trade increased by more than \$1,000,000,000 over 1939. Exports were up \$840,000,000, he declared, while imports increased by \$307,000,000.

The convention adopted a resolution to appoint a committee on national defense to cooperate with the National Defense Advisory Council, the War and Navy Departments, the Maritime Commission and the Association of American Railroads.

Other new officers elected were Harold E. Kimball,

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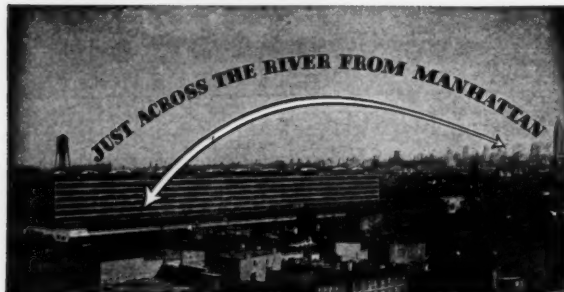
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NEW YORK CITY

Portland, Me., first vice-president; and J. M. Baker, Jacksonville, Fla., second vice-president. Waldo E. Clarke, New London, Conn., was re-elected secretary-treasurer. Norfolk was tentatively selected as the next convention city.

Warns Port Group Against Sabotage

J. Alex. Crothers, president of the American Assn. of Port Authorities, called attention of delegates to the 29th annual convention of the organization to the drastic and tremendous changes in world conditions, particularly as regarded shipping, during the past year, in making his annual report at Long Beach, Cal.

"Our ports, the vital points of our nation, must be amply protected not only against military invasion, but also against sabotage." Full support and co-operation of all port authorities in prosecuting such a program of protection was assured the Governments of the various American Nations represented.

In reviewing the activities of the association during the past 12 mos. Mr. Crothers said conferences had been held and recommendations made upon proposed legislation affecting port and shipping interests.

The association was reported to have favored the passage of H. R. Resolution 519, whereby the United States Maritime Commission was granted authority during the war emergency to sell or charter ships in the laid-up fleet for use in the intercoastal and coastwise trade.

Action by Congress was expected at an early date on H.R. Bill 7357, authorizing the Secretary of Commerce to issue regulations for the transportation of hazardous cargoes by water. The association has been sponsoring this bill.

The Wheeler-Lea so-called omnibus transportation act (S.2009), which, among other features, provides for the regulation of domestic water carriers by the I.C.C., was branded by Crothers as "detrimental" to the best interests of our ports and the development of waterborne transportation.

St. Louis Barge Terminal

The Federal Barge Lines will issue plans and specifications and invite bids for construction of a new floating terminal at East St. Louis. The new terminal will provide a capacity for 36 cars and other improved facilities.

Year of War Booms Baltimore's Trade

Although full effects of the year of war on trade through the Port of Baltimore cannot be ascertained, overseas commerce through the port recorded a gain of 45 per cent in volume, with exports showing the major increase, according to the Baltimore Assn. of Commerce.

During the first year of the conflict total commerce amounted to 9,200,000 short tons, valued at \$245,700,000, it is noted, a gain of 45 per cent in volume and 76 per cent in value. How the recent closing of virtually all of continental Europe to trade will affect statistics, remains to be seen, with much depending upon how much of the slack can be taken up by expanded business with Latin America, Africa, the Far East and the United Kingdom.

Exports in the period rose to 3,200,000 tons valued at \$160,500,000, a gain of 143 per cent in volume and of 105 per cent in value. Imports of 6,000,000 tons with a value of \$85,200,000 represented respective gains of 19 and 39 per cent.

Ship entrances and clearances for the year of war rose to 4000 and 3400 in the corresponding period of 1938-39. This marked a gain of 16 per cent.

"It is by no means a clear picture of business growth," states G. H. Powder, director of the Baltimore Assn. of Commerce. "Losses to the port and to individual ship lines

(Concluded on page 73)

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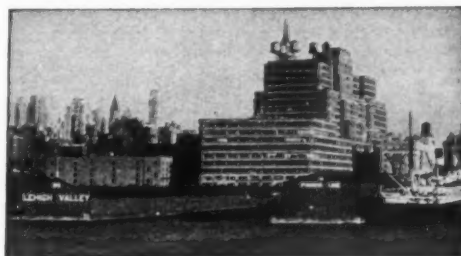
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Pool cars handled promptly. Motor Service.

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Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.



War Booms Baltimore Trade

(Concluded from page 70)

have been severe. Stunning blows have been struck at exporters in this area by the elimination of sources of supply of raw and semi-finished materials.

"There have been many readjustments, but these could not hope to compensate for the almost complete closing of trade with the Baltic and the Mediterranean, the Red Sea and the Black Sea, all of Scandinavia, Holland, Belgium and France, Germany and Italy, and all the smaller countries of Central Europe."

Open Bids for Lake Charles Channel Project

Bids for the final construction contract for the direct deep water channel connecting the port of Lake Charles, La., with the Gulf of Mexico were opened by the United States Corps of Engineers in September, when offers for the repairing of the East jetty of Calcasieu Pass were reviewed. The appropriation for the jetty work amounts to \$850,000. Use of the deep-water channel by ocean traffic will begin about Oct. 15th.

Originally a port for movement of timber and lumber via shallow draft sailing vessels, Lake Charles ceased to be a port under the conditions of modern shipping. A number of years ago it again became a port when local funds for the widening and deepening of the Intracoastal Canal between the Calcasieu and Sabine rivers provided a deep water outlet via Sabine Pass.

New High in Tonnage

Commerce on the Ohio River appears heading for a new high record of tonnage, stimulated by defense program activity in heavy industries in the Ohio Valley. Tentative figures issued recently (Sept.) by Army engineers for the first 6 mos. of 1940 revealed an increase of 1,870,720 tons moved as compared with the same period of 1939, a year which saw a peak of more than 25,000,000 tons transported by barge and packet. The bulk of the increase was in the Pittsburgh district. In the first half of 1939 the tonnage was 5,215,425 and in the same 1940 period, it was 6,278,800, despite the fact that first quarter figures for the district in 1940 were nearly 800,000 tons under those of the first 1939 quarter. In the second quarter, Pittsburgh district shipments were 4,112,100 tons, against 2,253,300 in the like 1939 period.

Canal Traffic Drops

The office of the American Commercial Attache, Panama City, reports to the Dept. of Commerce that the report of the Government of the Panama Canal Zone, just issued, shows that the number of ocean-going vessels transiting the canal during the fiscal year ended June 30, 1940, totaled 5370, compared with 5903 in the preceding fiscal year, a loss of 9 per cent. This is the poorest record for canal traffic since 1936, when 5180 vessels made the transit, although it closely approached the 1938 and 1937 totals which were 5382 and 5387, respectively.

The volume of cargo tonnage carried in vessels passing through the canal in the last fiscal year totaled 27,299,016, a decrease of 2 per cent, as against the preceding fiscal period. The relatively greater decrease in transits as compared with cargo carried is attributed to the fact that a greater proportion of the 1940 traffic passed through the canal loaded, and also because of the fact that the vessels were more heavily laden. The decrease in transit through the canal in the 1940 fiscal year as compared with 1939 was caused by a sharp curtailment in shipping over 2 important routes of trade—that between Europe and United States—Canada and between Europe and South America. A portion of the loss sustained in these 2 trades, however, was offset by increases in some of the other important trades, notably that between the East Coast of the United States and the West Coast of South America.

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\$200,000 INVESTMENT

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Sugar a Specialty. Pool Car Distribution and Household Goods Transfer. Motor Freight Terminal Maintained.

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Union Storage & Transfer Company

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General Storage—Cold Storage—Household Goods
Established 1906

Three warehouse units, total area 161,500 sq. ft.; of this 29,330 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks. Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.

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WAREHOUSE CO.

General Storage—Moving Household Goods
Pool Car Distribution—Motor Freight
Terminal

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Household Goods Storage.
Low Insurance.

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Merchandise Storage
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A.D.T. System
Private Siding—Free
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Merchandise, Household
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Pool cars distributed. Private sidings.
Free switching on all roads. Separate fire-
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Pool Cars
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Specializing in Merchandise Storage
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Operating Own Delivery Equipment
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DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
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Carload shipments to our private siding,
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Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penns. Euclid Ave. Sta.
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R.Rs. to Cleveland, Ohio.

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Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse



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Our eight modern warehouses in
the better neighborhoods of Greater
Cleveland enable us to give you un-
surpassed service.

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CLEVELAND OHIO

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

Willis Day in \$10,500**Library Move**

The Willis Day Storage Co., Toledo, Ohio, was awarded the contract to move the contents of the Toledo Public Library from its old building at Madison Avenue and Ontario Street to the new building at Madison Avenue and Michigan Street. Books, numbering 355,000, were removed.

The contracts called for completion of the job in 120 consecutive hours, with a penalty of \$150 per hour for all over the specified time. The contract was awarded Willis Day on its low bid of \$10,500. The job was actually completed in 78 hrs., beginning Aug. 26. The new library opened for service on Sept. 5.

Other firms which bid were the Toledo Merchants Delivery Co., \$15,250; Frank Hamilton Moving & Storage Co., Cincinnati, \$14,600; and the Toledo Cartage Co., \$10,560.

The moving operations included the elimination of insects and vermin from the storage collection of the library. The library staff and 240 men were engaged on the job.

In one phase of the work—moving the books from the building to the vans—over 300 ft. of a ball-bearing roller conveyor was used to take the books to the departments where they belonged. Each bookshelf was packed in one long carton, especially constructed for the job.—Kline.

Plan Barge Canal to Cross Florida

Probabilities of use of a barge canal crossing Florida on a route parallel to the disputed ship's canal are being developed through an economic survey conducted by the United States Corps of Engineers as a basis for determining the feasibility of such a project, according to C. C. Kirkpatrick of Jacksonville, Fla., who is in New Orleans to confer with shippers and operators. The executive has conferred with the shippers' committee of the New Orleans Assn. of Commerce, and expects to solicit from prospective shippers and users statements as to actual volume of traffic from New Orleans which might materialize.

The route under consideration would extend from Yankeetown, Fla., on the Gulf, to Palatka, Fla., where it would enter the St. Johns River. The St. Johns River enters the Atlantic Ocean at Jacksonville. It has been proposed that the canal have a depth from 9 to 12 ft. and a bottom width of from 100 to 150 ft.

In connection with the Florida project, it is proposed to extend the Gulf intracoastal waterway from St. Marks, Fla., to connect to Yankeetown, which would provide an inland waterway from Philadelphia, Pa., to Corpus Christi, Tex. The survey is under the direction of Col. Lewis H. Watkins, district engineer at Jacksonville, Fla.

New Milwaukee Rail Transfer Services at Chicago

New freight transfer services for handling l.c.l. merchandise were placed in service by the Milwaukee Railroad at the Galewood Yards in Chicago, Sept. 30.

The improvements provide for the more expeditious handling of l.c.l. freight with connecting lines and of store-door pick-up-and-delivery service in the Chicago district. This business was formerly handled in congested downtown facilities. Cars will be so loaded that they can be moved to destination in solid trains direct from the new transfer platforms without further handling or switching.—Slawson.

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HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rates;
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

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WAGNERS SERVICE, INC.

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RAILWAY WAREHOUSES, Inc.

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Surpass Competition in This District For

Facilities, Service and Security

Fireproof Sprinklered Warehouses Most Centrally Located and Free from All Traffic Hazards and Congestion. Write for Details
Address 3540 Croton Ave., S. E., Cleveland, Ohio
Represented by Allied Distribution, Inc.—New York & Chicago

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Established in 1882

Cover OHIO from Columbus

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MOST CENTRAL WAREHOUSE—3 BLOCKS OF

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POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

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Franklin Warehouses, Inc.

General Storage, 29 W. Vine St.

Private siding on New York Central R.R. Located right in the heart of the city. T. S. area 88,000 square feet.

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Centrally Located Modern Facilities

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Modern fireproof warehouse for merchandise—Low Insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

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Licensed under the U. S. Warehouse Act
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LET LYON GUARD YOUR GOODS

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Carload Distributors

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Lowest Insurance Rates—Sprinkler Equipped

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MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and
Inland Empire with Free Pick Up and Delivery Service to All Main
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Our Personal Supervision assures you prompt and proper service.

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COVER THE NORTHWEST
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RUDIE WILHELM WHSE. CO., INC.

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U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

Letters to the Editor

(Continued from page 23)

and to and from the ends of the cars. The delays of loading or unloading are the difference between profit and loss in their business. Truckmen would like to back up to a car and get rid of their load as readily as they can when they perform the work at an open platform.

Railroad mechanical engineers could devise a "four-door car" if they were given the order to do so. Think of an opening nearly half the length of the car and visualize what an aid to intelligent loading or unloading of cars it would provide. It presents some difficulties, of course. Provision to keep the freight from shifting against those long doors would be needed, but this could be done in a way that would provide an additional facility. If pipe stanchions, hinged at the top and fitted into the floor and held in place by a simple spring device, were provided, it would hold the freight in place so that the doors would work freely, and it would also provide an easy method of blocking shipments. In addition, rollers could be set into the floor of the car so that they would be flush with the floor when not in use, and slightly elevated by a simple device when the rollers were needed to make it easy to move heavy packages into or from the car.

With such a car, the use of open top containers, taking up the entire width of the car, and suitable to be handled on the larger trucks, would add a new service that would be valuable to manufacturers and distributors. It might be necessary to humanize Rule 41 of the Official Classification to permit shippers to use such containers to change packaging methods, as they could be taken to the manufacturing floor and loaded as desired. It would bring about new rates for "all commodity" shipments, which could be consigned to one person or distributed at destination at an extra charge for the service. There are a great many more uses for such containers that might be mentioned.

Is regulation in a rut, or do we need a Moses to lead us through the sea of tradition that seems to be in the way of changing methods that do not fully meet the requirements of the present day? Do we not need a new cooperation in transportation matters that will make use of intelligent and progressive efforts—that will permit the use of the transportation facility that is

best adapted for the shippers needs, whether it be an all-rail service, a trucking service, or a combination of them both—so that we can continue to boast that "the American system of transportation is the best in the world!"—Reader.

Pa. Superior Court Reverses Lower Court in Miller Case

The Pennsylvania Superior Court on Oct. 4 reversed the decision of the Philadelphia Common Pleas Court No. 6 in the matter of John Schell vs. Miller North Broad Storage Co., the now famous warehouse fire case, in connection with which the late Judge Rosen of the Common Pleas Court No. 2 in his charge to the jury placed the burden of proving absence of negligence on the warehouseman.

The Superior Court's opinion was that the late Judge Rosen erred when, "in substance," he instructed a jury that, since the company offered no evidence that it had not been negligent, the company's negligence was to be assumed.

The opinion in part, states:

"The plaintiff in his declaration averred the bailment, demand for the goods, and their destruction by fire. He based his claim for damages on the alleged failure of the defendant to maintain a fireproof building and to exercise reasonable care in keeping the goods entrusted to it, specifying the defendant's derelictions in considerable detail. The declaration disclosed full knowledge on the plaintiff's part of the cause of the loss and the manner of the fire. The contract of bailment which was in writing provided, inter alia, that the bailee should be responsible for exercise of ordinary diligence and care in storage, but not liable for loss or damage occasioned by fire. The defendant by its affidavit of defense admitted all of the averments of plaintiff except the value of the goods and lack of care or negligence. This raised but 2 issues, the value of the goods and negligence.

"The case having come to trial, the bailment, demand, and failure to return the goods were shown by defendant's admissions, and the destruction by fire and the value of the goods were proved by the plaintiff. There was not any evidence of negligence or any attempt on the part of the plaintiff to show negligence or lack of care on the part of the defendant.

"The only question which the trial judge left to the jury was the value of the goods. He, in substance, instructed them that since there was no evidence that defendant had used reasonable and proper care as bailee, defendant's negligence was to be assumed. A verdict was rendered for plaintiff, defendant's motions for judgment n.o.v. and for a new trial were refused, judgment was entered on the verdict and defendant has appealed to this court.

"The instruction of the court above referred to are in conflict with many rulings on the precise point by the Supreme Court and this court. In view of the fact that the court below and the appellee were of the opinion that some recent cases decided by this court have laid down a new rule, it is necessary to refer in some detail to the previous decisions of the Supreme Court and this court.

"Our appellate courts have never departed from the rule that when a bailor shows that bailee has failed to return the goods on demand, then the bailee has the duty of going ahead with proof showing the manner in which the goods were lost. When the bailee returns the goods in a damaged condition or fails to return them at all, the law requires him to give an account of the matter or assume responsibility for the loss. But when he gives an account, although it may be a general one, of the cause, and shows the occasion of the injury, it then devolves upon the plaintiff to prove negligence, unskillfulness, or misconduct. Logan vs. Mathews, 6 Pa. 417, 418. If the bailee in endeavoring to exculpate himself by describing the manner of the loss, discloses negligence, of course the bailor is not required to proceed further.

"We need not, at this point, speculate on what constitutes 'very plain proofs on the part of the bailee' or giving 'an account of the matter, in order to explain how it occurred,' for the Supreme Court has answered that question with respect to situations where goods have been destroyed by fire.

"The plaintiff in this case proved that the goods were destroyed by fire, but there was no evidence that the bailee was guilty of any lack of care in connection with or in respect to the fire. In short, the bailor, having shown the manner of the loss of the goods, to wit, a general fire in the warehouse, and having failed to show any lack of care or diligence upon the part of the bailee, did not sustain the burden imposed on him and cannot recover.

"We deem it clear that the judgment should have been entered for the defendant. The plaintiff by his pleadings and proofs showed the cause and the manner of the destruction of the goods. Consequently, it was not necessary to refer those proofs to the jury. They were admitted. He then had the full burden of proving the negligence which he averred. By pleadings and proofs he tendered an issue of negligence and then failed to prove his allegations; 6 Am. Jur., Bailments, §§ 368, 369. In this case the written contract of bailment provided that the bailee should not be liable for loss or damage occasioned by fire. To recover, plaintiff was required to show a lack of 'ordinary diligence and care.'

"Judgment reversed and it is directed that judgment be entered for the defendant."

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500,000 CU. FT. COLD STORAGE
250,000 SQ. FT. DRY & HOUSEHOLD STORAGE

ALLENTOWN BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

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Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

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HARRISBURG STORAGE CO., Harrisburg, Pa.

Pool Cars
Efficiently Handled Merchandise and Household Goods Storage

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HARRISBURG, PA.

KEYSTONE WAREHOUSE
GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

Est. 1915

KARN'S STORAGE, INC.
MERCHANDISE WAREHOUSE L.V.R.R. SIDING
Storage in Transit Pool Car Distribution
Packing — Shipping — Hauling
Fireproof Furniture Storage
Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

LANCASTER STORAGE CO.
LANCASTER, PA.
Merchandise Storage, Household Goods, Transferring, Forwarding
Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving
Members May. W.A.—P.F.W.A.

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.
Absolutely Fireproof 46th and Girard Ave.
Cable Address "Fence"
Pool Cars a Specialty P. R. R. Siding
Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.



Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

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Established 1865

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Merchandise Storage Storage in Transit

Direct Sidings-Penna. RR. and Reading RR.

Pool Car Distribution

Represented by Associated Warehouses, Inc.

New York Deliveries Chicago
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2,100,000 Square Feet

MERCHANTS WAREHOUSE CO.

10 Chestnut St.

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11 modern buildings in leading business sections. Served by all R. R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

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MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

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AMERICAN WAREHOUSEMEN'S
ASSOCIATION
on Their****GOLDEN JUBILEE**

1891 1941

From one of the country's longest established warehousing companies . . . an organization whose affiliation with the American Warehousemen's Association is of long duration, and has resulted in the development of many valued and lasting friendships.

**PENNSYLVANIA WAREHOUSING
& SAFE DEPOSIT CO.**

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MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel.,
Hanover 2-1954J. W. Terreforte, 250 Park Ave. Tel.,
Plaza 3-1235CHICAGO: W. J. Marshall, 53 W. Jackson Blvd.
Tel., Harrison 1496**Obituary**

(Concluded from page 24)

Mr. Sheldon was a member of the New England Traffic League, New England Shippers' Advisory Board and other transportation organizations. He also was a member of the Holyoke Rotary Club, Holyoke Lodge of Elks and active in several Masonic bodies.

Surviving are a son, Arthur E. Sheldon, who was associated with his father in business; a daughter, Miss Madeline R. Sheldon; a brother and a granddaughter. —Jones.

Factories on the Move

(Continued from page 29)

given over to storage, will be utilized for other plant needs. About the first of the new year the company plans to start a new unit to its hardware department, which will permit the installation of drop-forge hammers.—Ignace.

Furnas Electric Co., 827 So. 72nd St., West Allis, Wis., controls for electric motors and kindred electrical products, has approved plans for new one-story plant at Batavia, Ill. Cost over \$85,000 with equipment.

The Marathon Electric Manufacturing Corp., Wausau, Wis., is constructing a new \$150,000 plant into which it expects to move shortly after Jan. 1.—W. T. N. B.

Chicago Ornamental Iron Co. has purchased a one-story manufacturing plant at 4227 W. Diversey Ave., Chicago, containing 48,000 sq. ft. The building, idle for several years, will be modernized.—Slawson.

Metropolitan Picture Frame Co., Chicago, will move to a new building now under construction at 4227 No. Knox Ave., Chicago.—Slawson.

National Steel Container Corp., Chicago, will move into a new plant, now under construction at 67th and So. LeClaire Ave.—Slawson.

Acme Carton Co., Inc., Chicago, has purchased a building at 5950 So. State St., to provide 50,000 sq. ft. of additional space for storage.—Slawson.

Chicago Weed Killer Co. is building a new plant at 2742 W. 37th Place, Chicago.—Slawson.

Bastian Blessing Co., Chicago, has purchased land and plans erection of a new factory containing 165,000 sq. ft. and costing \$500,000, where manufacture of soda fountains will be continued.—Slawson.

Bob White Frosted Foods Corp., New York City, has leased the Rubel Ice Plant at 183rd St. and Jamaica Ave., Hollis, L. I., N. Y., for 10 yrs. The plant will be rebuilt for processing and storing of frozen and frosted foods. The company plans to operate a door-to-door delivery service in Queens and Nassau Counties with an eventual total of 500 trucks.

Fort Wayne Corrugated Paper Co., Fort Wayne, Ind., is preparing to expand manufacturing facilities in Chicago, following completion of a new factory building at 4500 South Kolin Ave. The structure, 220 by 330 ft. in size, will be one story high. Erection was started in July by trustees of the Central Manufacturing District, at a cost of around \$120,000.

(Concluded on page 81)

GOLDEN JUBILEE

1891 1941

A Modern Warehousing Service

with Complete Coverage of the Philadelphia Trading Area



Terminal Warehouses are located adjacent to each of the main retail, wholesale, industrial and river-front areas of Philadelphia. All are of modern construction, and earn low insurance rates. Each is provided with the most up-to-date equipment for the safe, prompt and economical handling of goods of every kind. Special accommodations are provided for household goods.

DIRECT RAIL CONNECTIONS with the Pennsylvania Railroad and the Reading Company. Completely equipped pool car departments.

NEAR BIG PIERS. Exceptional facilities for the handling of water-borne shipments for import or export.

MOTOR TRUCK SERVICE. We operate our own large fleet of motor trucks, making "store door" deliveries throughout the Philadelphia trading area, and can provide "next morning" deliveries anywhere within the area shown on map above.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY

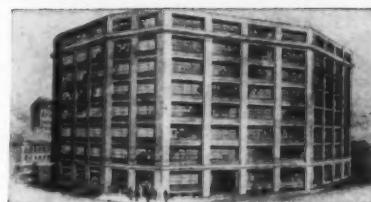
DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by **DISTRIBUTION SERVICE, Inc.**

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Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



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DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

SCRANTON, PA.

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HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

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The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D. L. & W. and D. & H. Sidings

Member of Allied Distribution, Inc.



PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

TWO WAREHOUSES

17th AND PIKE STS.

A Quarter
Million

13th AND PIKE STS.

Sq. Ft. of Space

(Fully Sprinklered)

*in the Heart of
Pittsburgh's Jobbing District*

COMPLETE TRUCKING FACILITIES

POOL CAR DISTRIBUTION

P.R.R. SIDINGS

STORAGE-IN-TRANSIT PRIVILEGES

Also operators of

WHITE MOTOR EXPRESS CO.

Established 1918

WHITE TERMINAL COMPANY

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CORNER BEESON BLVD. & PENN ST.
HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

WILKES-BARRE, PA.

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General Storage and Distribution

*Prompt and Efficient Service**Storage-in-Transit and Pool Cars*

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FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

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CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

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Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

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Merchandise Storage and
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Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

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*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

Est. 1923

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GENERAL MERCHANDISE—H.H.C. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding



KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments
per annum. made. Prompt remittance

Pool Cars distributed

MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, *Pres.***General Whse. & Dist. Co.**

435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District

Sprinklered Low Insurance
Private R. R. siding Perfect service



MEMPHIS, TENN.

W. H. DEARING, *General Manager***John H. Poston Storage Warehouses**

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching. Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A. D. T. watchmen.

MEMPHIS, TENN.

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Warehouse No. 1

Warehouse No. 2

137 E. Colhoun Ave.

138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mds.)—Pool Car Distribution—Local delivery service—Office Space.
In the heart of the wholesale district and convenient to Rail, Truck and express
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reciprocal switch-
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

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124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Automatic Sprinkler System—Centrally Located

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ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distri-
bution—Private Siding

AMARILLO, TEXAS

WM. C. BOYCE

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Armstrong Transfer & Storage Co., Inc.

First and Pierce Sts.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and

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Member Southwestern Warehouse & Transfermen's Association—

American Chain of Warehouses



BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods

Warehouse, Concrete Construction

30,000 Sq. Ft. Distribution of Pool Cars

Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.A.T.A.



(Concluded from page 78)

According to documents in the County Recorder's office, the Fort Wayne concern agreed to buy a corner plot, 235 by 300 ft. at 50 cents per sq. ft. After the down payment of \$26,159.50 was made, the balance was payable in 180 monthly installments. In addition, the firm took an option to buy an adjoining tract containing 48,000 sq. ft. of land. The company manufactures boxes, cartons and containers of various types.—*Slawson.*

The Parade of New Products

(Continued from page 28)

Continental Can Co., Inc., 100 East 42nd St., New York, has let general contract for 3-story addition to branch plant at Passaic, N. J. Cost close to \$225,000 with equipment. W. A. Taylor, company offices at 4633 West Grand Ave., Chicago, is architect. Company is arranging for expansion and improvements in different plants throughout country, for which a fund of about \$15,000,000 will be arranged.

Industrial Oil & Chemical Co., 1227 West 22nd St., Rockford, Ill., has let general contract for one-story addition for storage and distribution. Cost close to \$45,000 with equipment.

Liquid Carbonic Co., 3100 South Kedzie Ave., Chicago, bottling and brewing machinery, industrial gases, etc., has let contract for one-story addition for expansion in industrial gas division. Cost over \$60,000.

Robinson Clay Products Co., Second National Bank Bldg., Akron, Ohio, sewer pipe, drain tile, etc., plans installation of mixing, grinding, pressing and other machinery in new branch plant at Pottstown, Pa., comprising 2 main one-story units, with auxiliary buildings, including a machine shop.

Gaylord Container Corp., Pulp and Paper Div., 2820 So. 11th St., St. Louis, plans expansion and improvements in pulp and paper mill at Bogalusa, La., including one and multi-story buildings and equipment. Company is arranging financing in amount of \$5,000,000, considerable part of fund to be used for purpose noted.

Pittsburgh Steel Co., Grant Bldg., Pittsburgh, has approved plans for 2 one-story additions to plant at Monessen, Pa., each about 45 by 225 ft. Cost over \$100,000 with equipment.

American Brake Shoe & Foundry Co., 230 Park Ave., New York, has let general contract for one-story addition to branch plant at Mahwah, N. J. Cost over \$65,000 with equipment.

W. H. Loomis Talc Corp., Gouverneur, N. Y., plans one-story addition for expansion in grinding department, storage and distribution. Cost over \$50,000 with equipment.

Federal Shipbuilding & Drydock Co., Kearny, N. J., has approved plans for expansion and improvements, including reconditioning and modernization of 2 shipways at yard, idle for a number of years, cost about \$350,000; one-story pipe shop, cost \$200,000 with equipment; storage and distributing building, cost \$750,000 with mechanical-handling and other equipment, and one-story general employment building, \$20,000.

Henry Disston & Sons, Inc., Unruh and Milnor Sts., Philadelphia, saws, files, tools, etc., has let contract for

CORPUS CHRISTI, TEXAS

Corpus Christi Warehouse and Storage Co.

P. O. Box 1976

Corpus Christi, Texas

Located on the Navigation District

Complete staff of experienced Merchandise Warehousemen.
Modern facilities for the handling and storing of Merchandise. Lowest insurance rates in Corpus Christi.
Consolidate pool cars for inland points such as, San Antonio, Laredo and Rio Grande Valley Points.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years
Fireproof Storage Co.

Dallas

Associated with Distribution Service, Inc.



DALLAS, TEXAS

(Established 1875)

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse Space

Operators of the
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H. & N. T. Motor Freight Line

Agents for Allied Van Lines, Inc.

MEMBERS A.W.A., N.F.W.A., American Chas. of Warehousemen

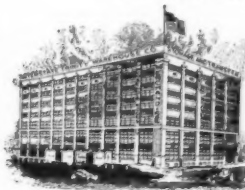
Southwest Warehouse & Transfermen's Assn. Rotary Club



DALLAS, TEXAS

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301 North Market Street, Dallas



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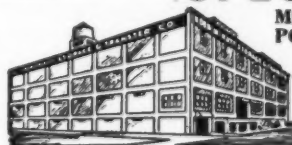
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SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTIONSERVING THE GREAT
SOUTHWEST AREAEVERY ACCOUNT IS
PERSONALLY SUPERVISED
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KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL
LINES AND UNIVERSAL CARLOADING &
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Over 10,000,000 Pounds of Freight Handled Monthly
for Dallas Shippers



For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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A Complete Merchandise Warehouse Service
COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

**Merchants Cold Storage of Dallas**

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St. P. O. Box 5088

DALLAS, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
AIR CONDITIONED OFFICE AND WAREHOUSE SPACE
Low Insurance Rate Efficient Service

COOLER ROOM SPACE
Warehouse also in Ft. Worth

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave. El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.

EL PASO, TEXAS

Security Fireproof Storage Co.

224 No. Campbell St.

Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited



FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.

Fort Worth
Associated with Distribution Service, Inc.

For 60
Years



FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
MERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE

JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND
JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution

O. K. Warehouse Co., Inc.

255 W. 15th St., Fort Worth, Tex.



5-story and basement addition. Cost over \$175,000 with equipment.

Armour & Co., 18 Central Ave., Kansas City, Kan., meat packers, has asked bids on general contract for 2-story addition for expansion in processing department. Cost close to \$100,000 with equipment. Main offices are at Union Stock Yards, Chicago.

Hercules Powder Co., Delaware Trust Bldg., Wilmington, Del., has acquired former mill of Sunbury Converting Works, Belvidere, N. J., totaling over 125,000 sq. ft. of floorspace, on 270-acre tract. New owner will equip at once for branch mill for production of powder and explosives. Company also has authorized rebuilding of section of powder works at Kenvil, N. J., recently destroyed by explosion, with loss totaling over \$1,000,000.

Springfield Bronze & Aluminum Co., Hendee St. and Page Blvd., Springfield, Mass., bearings, bushings, etc., is erecting one-story addition, for which general contract recently was let. Cost about \$45,000 with equipment.

Crown Cork & Seal Co., Eastern Ave. & Kresson St., Highlandtown, Baltimore, has rejected bids for one-story addition, and will ask new bids soon on general contract. Cost over \$50,000 with equipment.

Ecusta Paper Corp., Brevard, N. C., manufacturer of cigarette papers, has let general contract for one-story addition to mill to double present capacity, including processing units, machine building for 3 new paper-making machines and auxiliaries, storage and distribution buildings and other structures. Cost close to \$2,000,000 with machinery.

Ashland Oil & Refining Co., Ashland, Ky., plans expansion and improvements in oil refinery at Catlettsburg, Ky., to increase crude oil-handling capacity and gasoline production. Also, new steel storage tanks and other operating facilities. Cost about \$350,000 with equipment.

Ohio Tool Co., 3160 West 106th St., Cleveland, special tools, dies, etc., has let general contract for one-story addition. Cost about \$45,000 with equipment.

RCA Mfg. Co., Inc., 411 Fifth Ave., New York, radio equipment, talking machines and parts, has let general contract for 4 one-story additions, about 100,000 sq. ft. floorspace, to branch plant at St. Clair St. and Belt Railway, Indianapolis. Cost over \$500,000.

Grumman Aircraft Engineering Corp., Bethpage, N. Y., military and other airplanes, has acquired 64 acres adjoining plant for one-story additions for expansion in parts manufacturing and assembling. Cost close to \$1,000,000 with equipment.

Savage Arms Corp., Utica, N. Y., plans modernization in group of buildings at plant, idle for some time, with equipment for production of aircraft machine guns and cannons for Government. Cost about \$17,600,000, majority of fund to be used for purchase of equipment. Financing will be provided by War Department, which will hold title to equipment.

Air Reduction Sales Co., 60 E. 42nd St., New York, industrial gases, welding apparatus, etc., has let general contract for one-story addition to oxygen plant at 181 Pacific Ave., Jersey City, N. J. Cost over \$50,000.

American Cyanamid & Chemical Corp., 30 Rockefeller Plaza, New York, has approved plans for 2 additions to branch plant at Kalamazoo, Mich., for production of (Continued on page 85)

FORT WORTH, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
OFFICE AND DISPLAY SPACE
Low Insurance Rate Efficient Service
A MODERN WAREHOUSING PLANT
Members AWA—SWA Warehouse also in Dallas



HOUSTON, TEXAS

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Merchandise and Household Goods Storage

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OFFICE SPACE — PARKING SPACE

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W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-eight Years
Under Same Continuous Management

MERCHANDISE EXCLUSIVELY

Pool Car Distribution Sprinklered Throughout
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Warehouses Sprinklered Throughout.

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POOL CAR DISTRIBUTION
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Fireproof Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

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Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 13 Cents

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Merchandise—Storage—Distribution—Service

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72,000 square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding. 30 years' unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mds. in storage. Free P. & D. service over rail and truck lines.

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Lowest Insurance Cost - A.D.T. Watchman Service
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50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution
WE SPECIALIZE IN MERCHANDISE STORAGE
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Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg
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Norfolk's Finest Fireproof Furniture Warehouse

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you will want to know more about our
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warehouses are in the Southgate Terminal,
on the waterfront and in the center of
Norfolk's wholesale district. Served by
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Quick Handling of Stop Over Cars—Prompt Returns

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PACKING FOR SHIPMENT

Local and Long Distance Movements

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160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION

ESTABLISHED 1908

1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES—

MERCHANDISE STORAGE & DISTRIBUTION

INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.

BUILDINGS SPRINKLERED

The Parade of New Products

(Continued from page 82)

tion of chemicals for paper industry. Cost over \$100,000 with equipment.

National Pneumatic Co., New Brunswick Ave. & Albert St., Rahway, N. J., door control equipment, interlocking devices, etc., plans one-story addition, about 60,000 sq.ft. floorspace. Cost over \$100,000 with equipment.

Mathieson Alkali Works, Inc., 60 E. 42nd St., New York, has approved plans for one-story addition to branch plant at Niagara Falls, N. Y. Cost close to \$400,000 with equipment.

Schenectady Varnish Co., Inc., Congress Street, Schenectady, N. Y., has let contract for new 2-story plant. Cost about \$75,000.

Tube Reducing Corp., 24 Grafton Ave., Newark, N. J., carbon steel and alloy steel tubing, etc., plans one-story addition, for which superstructure will begin soon. Cost over \$350,000.

Sun Oil Co., 1608 Walnut St., Philadelphia, has asked bids on general contract for new bulk oil storage and distributing plant at Willow Grove, Pa., with steel tanks and other facilities. Cost over \$75,000 with equipment.

Gehrich & Gehrich, Inc., 32-32 57th St., Woodside, N. Y., manufacturer of industrial ovens, is building an addition to its plant.

Dow & Co., Inc., Court & Wilkeson Sts., Buffalo, road and highway equipment, has engaged architects and engineers to prepare plans for one-story addition for storage and distribution. Cost over \$50,000 with equipment.

Remington Arms Co., Inc., Barnum Ave., Bridgeport, Conn., has let general contract for 2 one-story additions, about 33,000 sq.ft. of floorspace, for compounding and production of priming mixtures, and for expansion in cartridge-manufacturing division, respectively. Cost close to \$200,000 with equipment.

Heald Machine Co., New Bond St., Worcester, Mass., machine tools and parts, has let general contract for new steam powerhouse, one and multi-story. Cost close to \$90,000 with equipment.

Locke Insulator Corp., 2501 So. Charles St., Baltimore, electrical insulators, has asked bids on general contract for one-story addition for storage and distribution. Cost close to \$45,000 with equipment.

Mead Corp., Heald Division, Lynchburg, Va., paper board products, plans one-story addition to paper mill. Cost over \$85,000 with equipment. Main offices are at Chillicothe, Ohio.

Central Screw Co., 3501 So. Shields Ave., Chicago, bolts, nuts, screws, etc., has let contract for one-story addition for general production, storage and distribution. Cost close to \$70,000.

Estherville Packing Co., Estherville, Ia., meat packer, has let contract for one-story addition. Cost about \$45,000.

Kemp Smith Machine Co., 1819 So. 71st St., Milwaukee, milling machines and parts, vises, etc., has let general contract for one-story addition. Cost about \$75,000 with equipment.

(Concluded on page 87)

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE
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ROANOKE PUBLIC WAREHOUSE

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Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2c); modern equipment.
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Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals
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Office and Desk Space—Low Insurance Rates
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Free switching service—Low insurance rates—A.D.T. Service,
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GENERAL MERCHANDISE
STORAGE
100,000 sq. ft. capacity
Established 1900



POOL-CAR
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U. S. Customs Bond
Free Switching

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Consign to

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Merchandise Department
Largest Spot-Stocks in the
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(87,000 sq. ft.)

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Assembling and distribution of
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Agents for JUDSON

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Forward your Stop in Transit and Pool Cars in
our Care (Free Switching). Located in Center
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Is the ideal location from which to distribute to six coal fields that shipped in
the month of September 1940 five million three hundred thirty-six thousand tons
of coal and over fifty million tons in the year 1940 to September 30th! Are you
awake and securing your share of business for your product to care for these and
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to get and hold this business.—Five million people can be reached over night.

The W. J. Maier Storage Co.

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MERCHANDISE - HOUSEHOLD GOODS - MOTOR FREIGHT

Pool Car Distribution Sales Representation

Brick building equipped for economical storage and

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Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery

to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities: Private Siding CM&STP—C&NW—GB&W

Reciprocal Switching. Wood Pulp a Specialty. Pool Car Distribution.

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ATLAS STORAGE CO.MILWAUKEE'S ONLY DOCK WAREHOUSE
ON JOINT TRACKS CMSTP&RR AND C&NWRY

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— UNEXCELLED —

WAREHOUSING AND DISTRIBUTION FACILITIES
POOL CAR DISTRIBUTION - STORAGE IN TRANSIT

— SPECIAL —

FACILITIES FOR DRUMMING BULK OILS FROM
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**BOULEVARD****Fireproof Warehouse Co. Inc.**Specializing in storage and distribution of all household
appliances, new furniture, store and office equipment.
Household goods.

Moving

Packing

Agent for Aero Mayflower Transit Co.

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ESTABLISHED 36 YEARS

850 Foot Dock



Largest in Wisconsin

18 Warehouses

A.D.T. Service

Specializing in—
Merchandise Distribu-
tion and Complete Branch House ServicesTRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE

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**LINCOLN**

FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE | RAILROAD SIDINGS
OF EVERY | AND
DESCRIPTION | DOCKING FACILITIES

LOCATED IN HEART OF BUSINESS DISTRICT

OFFICES: 206 W. HIGHLAND AVE.

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Milwaukee's most modern and best located Waterfront Warehouse.
Automobile storage. Warehousing on unit basis for spot stocks. Storage
"in transit". Pool car distribution, Customs Bonded.

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— STATE BONDED —

EVERY CONCEIVABLE WAREHOUSE &
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A.D.T. Service

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Milwaukee, Wisconsin

Cooler, Freezer and General Merchandise Storage
Deep Water Dock, Private Siding
on C.M.St.P. & P. R.R.

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Warehouse & Forwarding Co.

A Merchants & Manufacturers Warehouse

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WAUSAU, WIS.

WAUSAU SERVICE CO., INC.

Office and Warehouse, 122 W. Washington St.

TRUCKING — MOVING — STORAGE
POOL CAR DISTRIBUTION

The Parade of New Products

(Concluded from page 85)

Fairbanks, Morse & Co., Beloit, Wis., is having plans drawn for new non-ferrous foundry which will increase capacity about 3 times.

Amalgamated Sugar Co., Nyssa, Ore., beet sugar products, plans one-story addition for storage and distribution. Cost about \$80,000 with mechanical-handling and other equipment. Main offices are at Ogden, Utah.

Beech Aircraft Corp., Wichita, Kan., plans one-story additions to double present capacity in parts manufacture and assembling divisions. Cost about \$400,000 with equipment.

F. H. Maloney Co., 2301 Prairie St., Houston, Tex., pump valves, piston rings and kindred engineering products, will take bids soon on general contract for one-story addition. Traveling crane will be installed. Cost over \$70,000 with equipment.

North American Mfg. Co., 2910 East 75th St., Cleveland, industrial oil and gas burners and equipment, has asked bids on general contract for 2-story addition, about 14,000 sq.ft. floorspace. Cost over \$50,000 with equipment.

Hilton-Davis Chemical Co., Langdon Street and Penna. Railroad, Cincinnati, industrial chemicals, is arranging for sale of stock, of which about \$380,000 from proceeds will be used for expansion and improvements in plant, including additional equipment.

General Motors Corp., Diesel Engine Div., 2160 W. 106th St., Cleveland, Diesel engines and parts, has let general contract for main one-story addition and smaller unit, for expansion in marine Diesel department. Cost over \$250,000 with equipment.

Warner & Swasey Co., 5701 Carnegie Ave., Cleveland, machine tools, has let general contract for one-story addition, about 30,000 sq.ft. of floorspace. Cost about \$600,000 with equipment. This is third plant expansion during present year, other units adding about 80,000 sq.ft. of floorspace.

Jackson Crankshaft Div., Muskegon Motor Specialties Co., Jackson, Mich., has let general contract for one-story addition. Cost over \$60,000 with equipment.

Electro-Motive Corp., La Grange, Ill., Diesel engine-driven locomotives, has asked bids on general contract for one-story addition, partly for testing division. Cost over \$500,000 with equipment.

B. C. Would Put Furniture Movers Off the Roads

At a hearing in Vancouver in October before the British Columbia Public Utilities Commission, the head of the Commission denied that household goods moving was a specialized service entitled to higher rates than ordinary trucking. He contended that the rates of furniture movers was all out of line and that household goods could be moved just as well by ordinary freight haulers at regular freight rates.

The household goods representatives at the hearing protested and proffered a schedule of rates which will be based on the truck-mile principle. The Commission head contended that the furniture mover should be excluded from the highways. The law now confines a warehouse mover to a one-way haul, except by special

TORONTO, ONT.

M. A. RAWLINSON, Pres. & Gen. Mgr.

M. RAWLINSON, Ltd.

Established 1885 610 YONGE ST.
Seven Buildings to Meet All Requirements for Modern Storage and Distribution
Customs Bonded. Pool Car Distribution. Household Goods Moved, Packed, Shipped and Stored.
Members of CanS&T—NFWA—BAIFR—FWRA—TC&W—ALLIED VAN LINES

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TERMINAL WAREHOUSES LIMITED

Located on Toronto's Harbour Front in the heart of Industrial Ontario

COMPLETE MODERN STORAGE AND DISTRIBUTION FACILITIES

Dry Storage Cold Storage Bonded Storage
Office and Light Manufacturing Space Lowest Insurance
Field Warehousing

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200,000 SQ. FT. OF MODERN FIREPROOF SPACE
LOCATED IN THE EXACT CENTER OF THE CITY OF MONTREAL

Canadian Customs Bond. Private Bldg.—8 Car Capacity—Free Switching—All Railroad Connections
New York Representative: Frank J. Tully
277 Broadway, New York City. Telephone Worth 2-9438

MONTREAL, QUEBEC



Westmount Transfer & Storage Ltd.

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage
CRATING, PACKING and SHIPPING
Charges Collected and Promptly Remitted
Member: N. F. W. A., C. S. & T. A.



When you must move your executives or personnel from one city to another, call in one of our household goods warehouse advertisers. He can save you time, worry and unnecessary expense.

permit. Regular freighters are frequently bringing goods back at low rates on their return trips, and thus competing unfairly with the van operators, it is claimed. The situation is said to be getting worse and the October meeting, sought by the van operators, was the result. The matter of rates is being considered by a committee which has been established.—Bennett.

New Chemical for U. S. Wood Pulp

A chemical, known as sodium chlorite, has been developed by the Mathieson Alkali Works, Inc., which is claimed to make possible the production of U. S. wood pulp equal in quality with that brought from Scandinavia. Production of the chemical, it is stated, will soon be on a large scale. Development, through research, has been in progress for 10 yrs.

Wine from Whey

The prospect that the dairy industry may go into the wine business by using millions of pounds of whey left over from cheese manufacture, has been disclosed by the National Dairy Products Corp.

So far, sherry and sauterne type wines have been made. The process was discovered by accident in the laboratories of the National Dairy corporation in Baltimore. The new wine contains 15 per cent of alcohol by volume. With the addition of yeast and sugar, a quart of whey, it is stated, will make a quart of wine.

Doomed Vessel Used for Grain Storage

A substantial grain warehouse that was not built for the purpose, is being used to good advantage in Superior, Wis. It is the superannuated steamship Daniel Willard, 33 yrs. old, which was scheduled to be scrapped, but which someone suggested using as a grain storage warehouse, afloat but not going anywhere. The vessel holds 200,000 bushels of grain and is a very good storage place for that purpose, but could not be insured if an attempt were made to use it for transportation, even for short distances.

With the necessity for increased storage space at this time when the elevators are full, the steamer comes in handy. In the Superior and Duluth area, the elevators used for grain storage hold about 25,000,000 bushels of grain of the 1939 crop, with space for about 15,000,000 bushels of this year's current shipments. While the steamer's storage space of less than a quarter million bushels is not great compared to the totals mentioned above, every little helps, the grain men say, when a lack of sufficient storage space exists. The excess of grain of the 1940 crop could not be moved to elevators at the lower lake ports, as they are also spoken for or filled by this time.—Hubel.

Locker Storage for Beer

Although every brewery has adequate facilities for the storage of beer in refrigerated rooms at the plant, in kegs or cases, the same facilities are not always available under ideal conditions, at distributing points in other cities and towns. Now the industry finds that cold storage lockers and rooms make such facilities available. Several Midwest brewers are known to have taken advantage of this new method of beer storage. In one instance, the beer is being hauled 50 miles from the brewery to the distribution point where locker facilities are available.

One advantage claimed for the use of a locker plant for beer storage is that larger loads can be taken from the brewery to a distributing point and stored without engaging a distributor, except, perhaps, a salesman in that territory. An attendant at the locker plant can open lockers upon presentation of proper credentials from anyone authorized by the brewery's main office. Such clerical work is usually included in the charge per locker per year.

Brewery trucks that make such deliveries are frequently given return loads of meat, stored in the locker plants.—Hubel.

Coal or Oil from Grass Made in 1 Hr.

Coal and oil, which took nature millions of years to produce, have been prepared artificially in just 1 hr. out of grass, sea weed, molasses, algae and other common vegetable products. This information was brought to the attention of those attending the recent meeting of the American Chemical Society. Dr. Ernst Berl, of the Carnegie Institute of Technology at Pittsburgh, made the report.

Dr. Berl describes the process as rather simple. It involves the heating of the carbohydrate (sugar) materials from common plants under pressure with limestone and similar substances. No details were revealed of the process, or the nature of the apparatus required for doing in 1 hr. the work of millions of years.

It was stated that at present the process could not compete with the price of crude oil which, with the exception of Pennsylvania oil, is about \$1 a barrel. However, it is the future that the chemists are worried about, and when the natural products are gone, this process will be of incalculable value.

Dr. Berl believes that the United States, which possesses more than 50 per cent of all oil reserves in the world, will enjoy rather cheap natural oil for the next 30 to 50 yrs.

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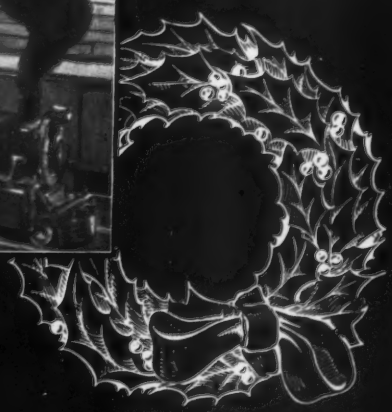
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